Incorporating *International Commerce*

JANUARY 25, 1971

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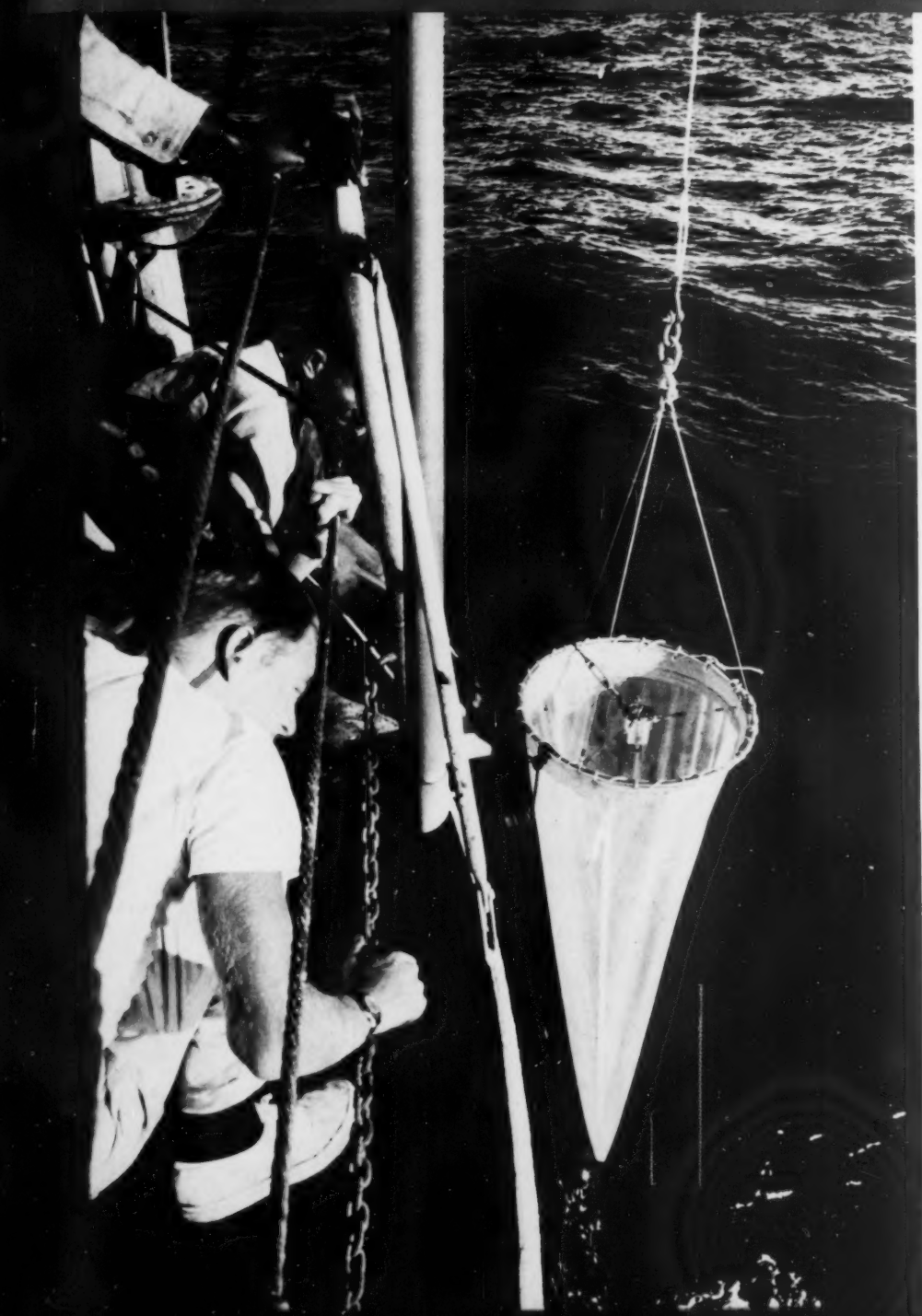
Commerce Today

Coming Developments in Business and Technology



Commerce to explore the depths from Pago Pago to the African waters off the Spanish Sahara to find the answers to the many mysteries of the sea.

FROM THE
SECRETARY

Industry And The American Indian

(This column was written by Robert A. Podesta, Assistant Secretary of Commerce for Economic Development.)

The Indian and industry have discovered each other, and both are profiting.

We are proud of the role the Department of Commerce has played in reservation economic development. More than 2,000 Indians now are working for manufacturers in reservation industrial parks developed with the aid of public works funds from the Economic Development Administration (see Page 17).

Hundreds of additional Indian jobs have been generated on reservations with EDA business loans. We can provide companies with low-interest loans that will pay up to 65 percent of the cost of land, buildings, machinery and equipment. In certain circumstances, we also guarantee up to 90 percent of a working capital loan made by a private lender for a project involving EDA funds. Our loan program is particularly attractive because it permits long-term financing and second-lien position.

Companies with Indian work forces on or near reservations are manufacturing a wide range of products from electronics equipment and furniture to farm machinery and plastics.

There are, of course, many reasons for this activity.

One necessary element has been the increased recognition by industry of the high growth potential on many reservations. Another factor has been support from EDA and other governmental agencies to promote Indian economic progress.

But it is doubtful whether much of this growth would have been possible if not for progressive reservation development programs.

We at EDA continually have emphasized the importance of comprehensive reservation planning, and we have supported this emphasis by providing Indian planning funds. These EDA grants give the tribes the capacity to establish their own goals and project priorities in action programs dealing with both short-term and long-term problems.

Unfortunately, there are occasions when good Indian projects cannot be undertaken because of meager reservation capital.

To help overcome this obstacle, we have revised that part of our Indian policy involving public works grants.

All EDA-designated reservations now are eligible for 100 percent public works grants. The maximum rate previously was 80 percent.

The only exception to the 100 percent grant rate is the construction of commercial buildings for tourism and recreation projects capable of producing revenue. For these projects the maximum grant rate will be 50 percent.

We are confident this new policy will clear the way for additional successful industrial development projects.

The Indian loves his people and his land deeply. To the businessman, this means a stable work force. And the Indian takes great pride in his skills. To the businessman, this means products of the highest quality.

I believe that firms with expansion programs on the drawing board would do well to explore the possibility of locating new plants on our American Indian reservations.

Robert A. Podesta

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Autos, Steel Spark Rebound In Production; New Policies To Offer Additional Stimulus

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The resumption of full production in the automobile industry and the accumulation of steel inventories are providing a strong boost to the U.S. economy. The spur provided by these two major industries should continue well into 1971. In addition, some new Nixon Administration policies will provide significant stimulus, with most of the impact falling later in the year.

The economy is now operating at a level considerably above that of the strike-depressed fourth quarter of 1970, when gross national product registered $991 billion. Had there been no auto strike, current-dollar GNP for the fourth quarter would have been in the neighborhood of $1005 billion.

The Commerce Department estimated that GNP, computed on a daily basis, reached an annual rate of $1 trillion on December 15 following the resumption of full automobile production. This was the estimated rate on that date when the GNP Clock was unveiled and the trillion-dollar economy ceremony was held. The official figure of $991 billion represented the average rate for the quarter as a whole.

With the inflation factor removed, GNP declined at an annual rate of 3.3 percent in the fourth quarter, and Real GNP for the year as a whole was about one-half of one percent below 1969. A major shift in national priorities was indicated by the defense cutbacks. Defense spending in real terms declined sharply in 1970 and the amount of output available for non-defense purposes increased.

In addition to the resumption of auto production, another favorable development in December was the strength of Christmas sales. Excluding autos, retail sales were 8 percent over a year ago for the Christmas season. After allowance for price increases, the gain was 4 percent.

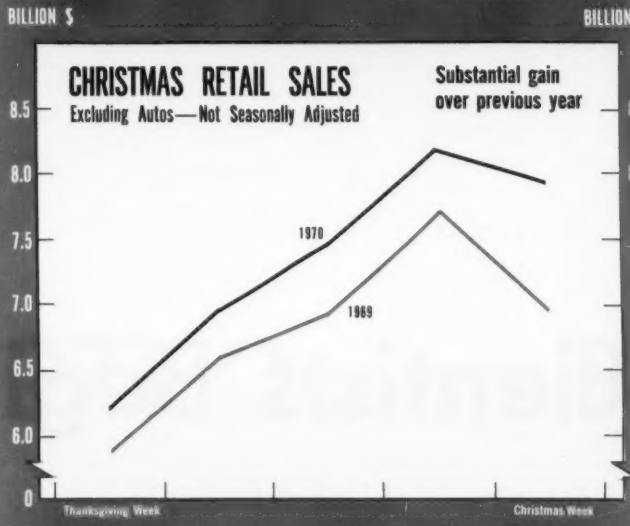
With consumers apparently more willing to spend, the outlook for 1971 is for substantial gains in most economic sectors. Plant and equipment spending may be an exception. The latest survey of capital spending plans shows an increase of only 1½ percent for 1971. These plans, however, may be revised upward: (1) Liberalized depreciation regulations, one of the new stimulative policies announced by the Nixon Administration, will make investment more attractive and provide more cash to finance it; (2) Loans to business are more readily available and at lower interest rates; (3) As 1971 progresses, businessmen will become more confident as profits improve and the operating rate rises.

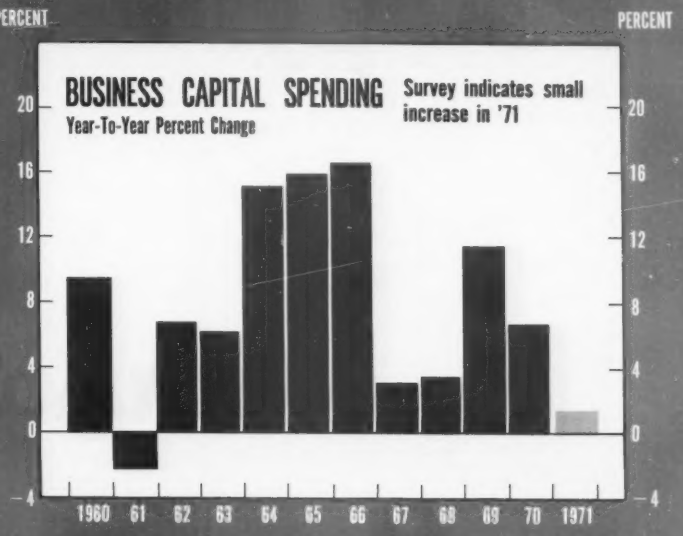
Housing has been on the upbeat all during 1970 and is expected to rise further in 1971. Housing benefited from stimulative Government policies in 1970 and these policies may have even greater impact in 1971. It is appropriate to stimulate this sector at a time when the economy has unutilized resources and the Nation's housing needs are large.

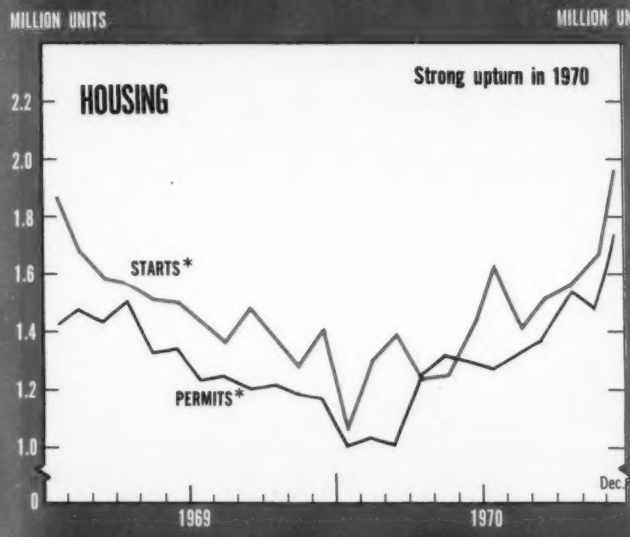
Industrial production increased from November to December, as General Motors and its suppliers started moving back into full production.

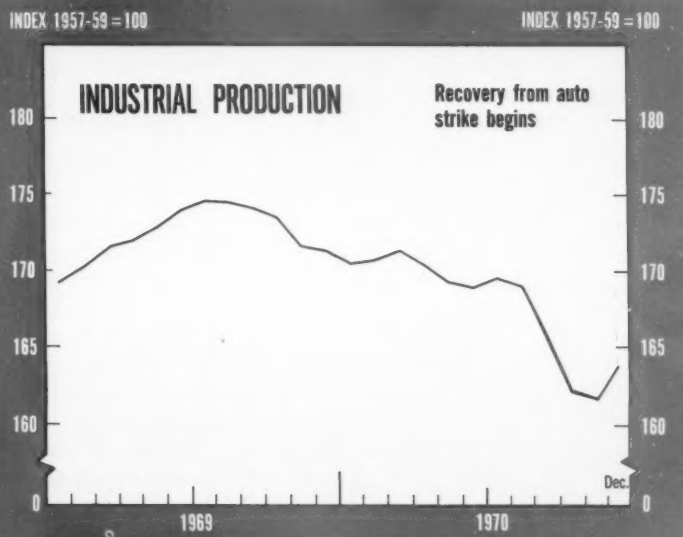
Employment has shown little change since midyear despite the effects of the auto strike. The 6 percent unemployment reported for December probably reflected lingering effects of the strike. Some suppliers of General Motors may not have resumed full production by the time of the employment survey, which was the week of December 6-12.

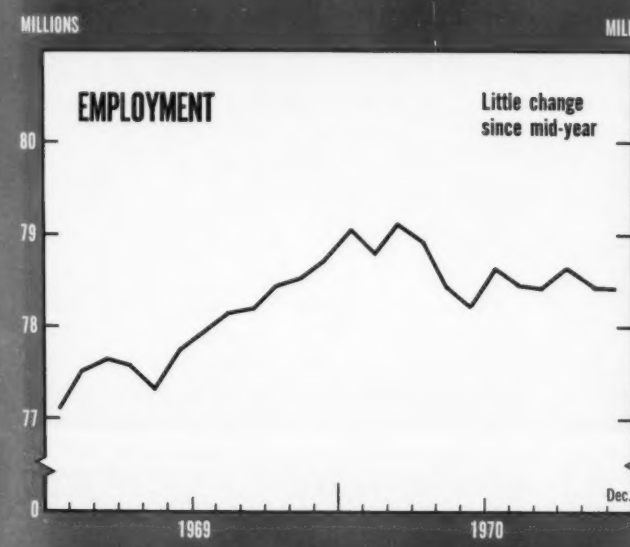
Latest Indicators

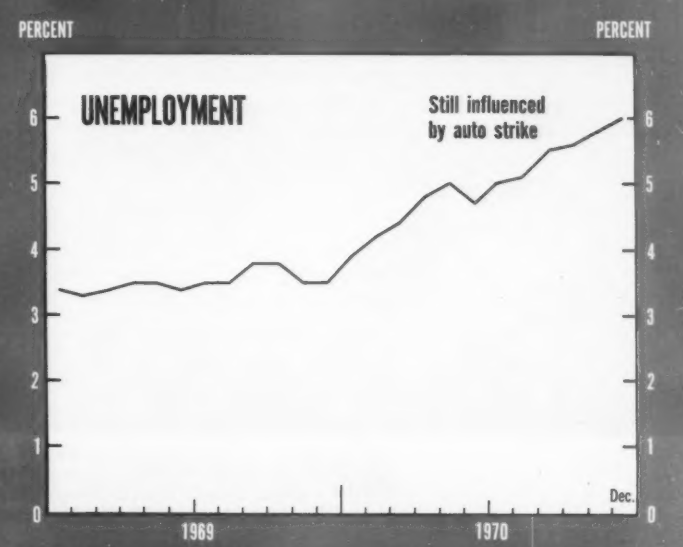



BILLION $ PERCENT
PERCENT
BUSINESS CAPITAL SPENDING
Year-To-Year Percent Change
Survey indicates small increase in '71
1960 61 62 63 64 65 66 67 68 69 70 1971









All data seasonally adjusted, except Christmas retail sales.
*Annual rates.

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January 25, 1971
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NOAA Scientists Begin

NEWEST OF THE FLEET—Researcher, *newest of NOAA's ships, sails to the Caribbean this year where its mission is to conduct geophysical studies as part of the U.S. contribution to the Cooperative Investigation of the Caribbean and Adjacent Regions (CICAR), an international UNESCO program.*

1971 Ocean Program

Commerce Fleet To Ply World's Oceans In Search For Environmental Knowledge Essential To Trade, Defense, Mapping

From Pago Pago in the Samoan Islands to the African waters off the Spanish Sahara and Mauritania, Commerce Department ships will ply the oceans this year seeking more knowledge of man's last frontier which ultimately will benefit the nation's commerce.

The abyssal depths of the Pacific and Atlantic will be reconnoitered from the larger ships, while others will center their attention on the Caribbean, the Gulf of Mexico, America's submerged continental shelves, the coastal water and estuaries of the United States, and the frigid waters of Alaska.

Involved in the overall operations will be approximately 880 scientists, technicians, officers, and crew aboard 15 ships of the National Ocean Survey fleet, an integral part of Commerce's National Oceanic and Atmospheric Administration.

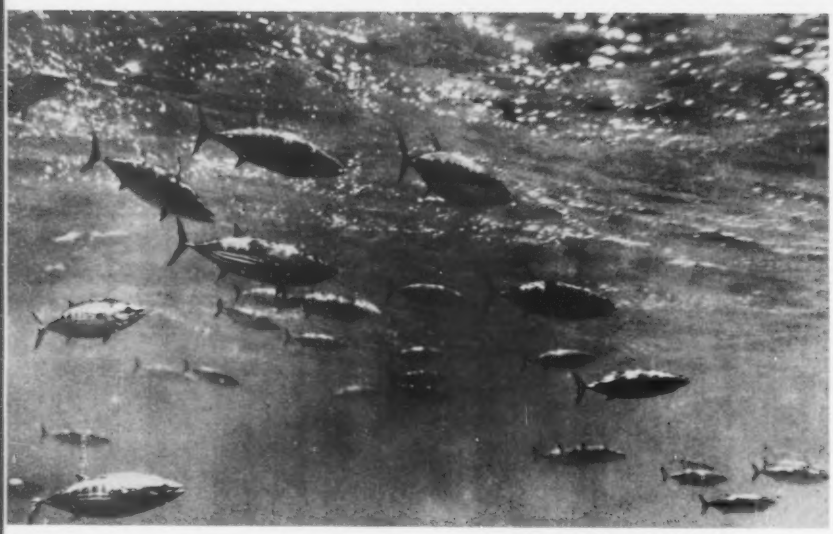
The work of these vessels is part of man's unending search for more knowledge of his environment, such as the evolution eons ago of the continents and the oceans, and—perhaps less colorful but more essential for the present—surveys of the waters through which America's sea commerce moves.

For more than a century and a half, the National Ocean Survey's predecessor, the Coast and Geodetic Survey, has surveyed and mapped the coastal waters and estuaries of the continental United States, Hawaii, Puerto Rico, and the Virgin Islands. Millions of soundings have been taken in hydrographic surveys, thousands of miles of coastal waters have been searched for hidden navigational hazards, and the often treacherous currents off the coasts and in bays and estuaries have been tracked and noted. The results are to be found on the nautical charts and in related publications, whose data on the sea and its environs help provide safe passage for American and foreign vessels, from ocean liners, cruise ships and aircraft carriers to the ubiquitous small recreational craft of America's weekend sailors. And in between, but no less essential, the fishing vessels, cargo ships, and even tug boats. For the scientist, for ocean exploration and for defense needs, there are the bathymetric maps of the ocean's bottom.

Labs for both oceans

Research activities are carried out in support of NOAA's Atlantic Oceanographic and Meteorological Laboratories in Miami, Fla., and the Pacific Oceanographic Laboratories in Seattle, Wash.

In 1971, as during the past few years, NOAA scientists are interested in continuing



research on the interrelated theories of continental drift, sea floor spreading, and plate tectonics.

According to the continental drift theory, the earth at one time had one or two large land masses which began to split some 200 million years ago. The theory is that as the sea floor spreads, the continents are drifting at about an inch or so a year in the earth's mantle. The mantle is that part of the earth's interior which lies between the molten core and the crust. The theory of global tectonics holds that the earth's crust is comprised of gigantic rigid blocks or plates that move relative to one another.

Research on these theories will be carried out aboard the NOAA Ships *Discoverer, Oceanographer, Surveyor,* and *Researcher.* The Miami-based *Discoverer* will spend two and a half months this spring studying a cross-section of the Atlantic seabottom between Cape Hatteras, N.C., and Cap Blanc, Mauritania, in northwest Africa. Using her highly sophisticated electronic equipment, scientists aboard this oceanographic floating laboratory will seek to establish a standard crustal section across the North Atlantic that will contribute to an understanding of the evolution of continents and ocean basins. The standard crustal section will represent a well-mapped stripe across the Atlantic in which bottom topography and the gravity and magnetic fields will be extensively researched.

This is a continuation of the 3500-mile-long trip across the Atlantic between Cape Hatteras and Cap Blanc made last year by the ship, during which electronic instruments recorded the shape of the ocean bottom and subbottom rock strata, including rock layers several miles beneath the ocean floor, and their magnetic and gravity fields.

The *Researcher,* the newest of the NOAA ships, which was commissioned in October, will conduct studies in the Caribbean, seeking to relate development of the Lesser Antilles Arc of West Indian islands to the concepts of sea floor spreading and plate tectonics.

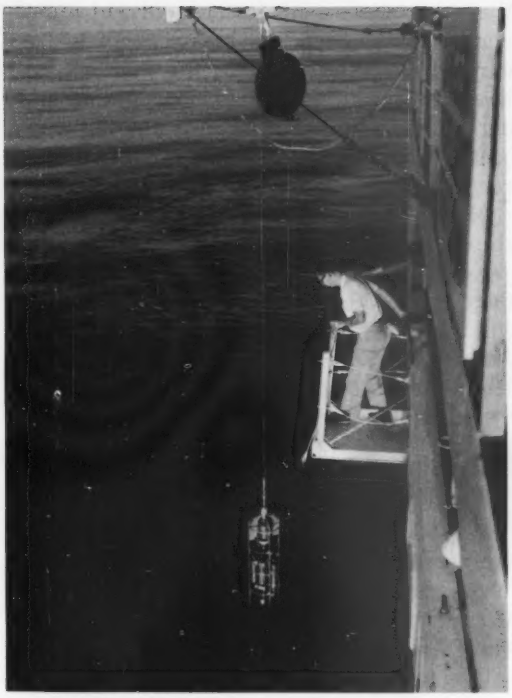
The *Researcher's* studies are part of the United States' contribution to the Cooperative Investigation of the Caribbean and Adjacent Regions (CICAR), an international program of the Intergovernmental Oceanographic Commission of UNESCO. The geophysical portions of the Caribbean investigation are directed towards providing the basic understanding of overall geological patterns that is essential to development of the area's potential.

The *Discoverer* also will be engaged in CICAR projects during the year. Her studies will include an investigation of the circulation of the western Caribbean and Gulf of Mexico, to be conducted in conjunction with the *Researcher.* In addition, CICAR studies by the *Discoverer* will include physical and chemical oceanographic studies in the central Caribbean and in the Antilles Current region north of Puerto Rico; also, sea and air interaction studies in the vicinity of Puerto Rico. The latter will involve special emphasis on the ocean environment in an effort to interpret changes in the top layer of the ocean due to atmospheric forces. Of particular interest will be the short-term hourly and daily changes in the ocean due to atmospheric influences.

Pacific ship's schedule

In the Pacific, the Seattle-based *Oceanographer,* the *Discoverer's* sister ship, will delve into the relationship between magnetic anomalies (unusual magnetic formations in the seabottom and subbottom) and sea floor spreading. The patterns defining the history of sea floor spreading that have been worked out to date are based entirely on linear magnetic anomalies and fracture zones. The latter are giant gashes in the ocean bottom. Previous study of an abyssal (deep sea) hill region south of the Aleutian Trench has shown that the surface topography is closely related to the sea floor spreading magnetic anomalies. The abyssal topography may thus prove to be a valuable tool in delineating the spreading history in regions termed "quiet zones," without magnetic anomalies.

WET LAB—*A NOAA commissioned officer measures sea water in the ship's wet laboratory. Here water is measured for temperature and a specimen prepared for chemical analysis.*



SALINITY MEASURE—*A scientist supervises recovery from the sea of apparatus which measures salinity, temperature, and pressure. Data is telemetered to the ship's data handling equipment.*

Before making detailed studies within "quiet zones," NOAA oceanographers wish to determine if and how the topographic anomaly relationships are maintained from region to region. The *Oceanographer* will look at these relationships in a region between the Pioneer and Murray fracture zones about 600 miles off the California coast. In this area, the same magnetic anomalies occur as those in the area south of the Aleutians.

Adding further knowledge to the continental drift-sea floor spreading-plate tectonics theories, the Seattle-based *Surveyor* will carry out a six-week investigation of major geological and geophysical structures in the North Central Pacific seabottom. These studies will be made south of the Hawaiian Islands.

Prior to launching this investigation, the ship will spend about six weeks charting the approaches to Pago Pago Harbor in American Samoa. Later in the year, the *Surveyor* will conduct systematic deep ocean surveys in the north-central Pacific Ocean as part of a long-range international program to map the bottom of the Pacific.

The mysterious internal wave—an undulating motion of the water beneath the surface of the sea, whose origin and effect is not precisely known—will come under further study off Vancouver Island, Canada, by the *Oceanographer*. Observations will be made to show the relation between one class of internal wave and the ordinary surface tide in the Pacific.

The *Oceanographer* will also conduct a three-week study of a massive underwater range of mountains, known as the Musicians Seamounts, north of the Hawaiian Islands. This range at the bottom of the north Pacific consists of approximately 75 mountains averaging 9000 feet in height and extending northwest from the Hawaiian Islands about 620 miles.

Still other projects scheduled for the *Oceanographer* involve a six-week study of the Aleutian Trench, the more than 2000-mile-long trench south of the Aleutian Islands which is so vast that the Grand Canyon of the Colorado would be lost in it, and a six-week investigation of the magnetic characteristics of the Surveyor fracture zone between Hawaii and the Aleutians, to determine whether changes there are related to changes in the earth's magnetic field.

Late in the season, a study will be made of the bottom currents on the slope of the continental shelf, where a recently published

theory predicts a reverse jet current appreciably larger than the mean ocean bottom current. If substantiated, the findings will have significant effects on concepts of mixing and dispersal of pollutants and the many oceanographic processes dependent on current flow.

Much of the work to be done by NOAA ships during 1971 is essential to safe navigation. In addition to the *Surveyor's* work in Pago Pago, Samoa, hydrographic surveys will be carried out by the *Pathfinder, Rainier, Fairweather, Davidson, McArthur, Mt Mitchell, Whiting, Peirce,* and a land-based hydrographic survey party.

Hazardous obstacles

In addition, the wire drag ships *Rude* and *Heck* will scour the sea lanes along America's shores for underwater obstacles hazardous to navigation, such as wrecks, outcroppings of rock, pilings, and abandoned oil derricks. These two sister vessels are unique in the nation. Also one-of-a-kind is the *Ferrel,* which will continue surveying tidal currents.

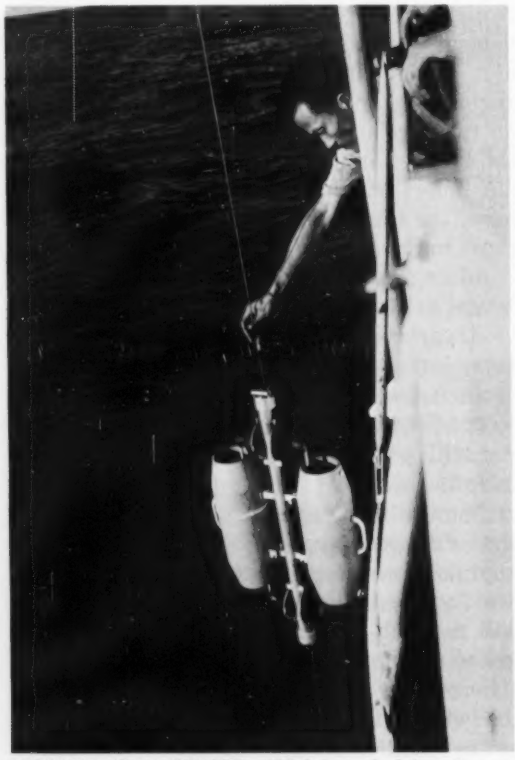
Conducting hydrographic surveys, the *Pathfinder* will operate in Clarence Strait and Cook Inlet, Alaska, and off the island of Hawaii; the *Rainier* in Shelikoff Strait, Alaska, and off the southern California coast; the *Fairweather* from Cape St. Elias to Montagu Island and in Felice Strait, Alaska; the *Davidson* in Sumner Strait, Alaska, and Umpqua River in Oregon; the *Mt Mitchell* in Puerto Rico; the *Whiting* off South Carolina and in Delaware Bay; the *Peirce* off Massachusetts and the South Carolina coast; and Hydrographic Field Party 742 in Lake Borgne, La., the Potomac River, Md., and Pensacola Bay, Fla.

The *Rude* and *Heck* will drag the sea lanes into major ports along the east coast and Texas. The *Ferrel* will carry out current observations in Charleston Harbor, S.C., and in the vicinity of Boston Harbor.

In addition, NOAA's versatile fleet will conduct still other operations. The *McArthur* will carry out bottom gravity observations on the west coast continental shelf; the *Researcher* will conduct geophysical surveys of the continental shelf off Virginia and North Carolina and will take time out to deliver supplies to a U.S. weather station on tiny Swan Island in the Caribbean; and the *Mt Mitchell* will chart the seabottom off the Virginia and North Carolina coasts for bathymetric maps of the topography of the continental shelf.

—NOAA

NANSEN CAST—*A technician prepares to lower a nansen cast into the sea to collect water at predetermined depths for analysis in the ship's laboratory.*



DIPPING THE BRINE—*NOAA technician lowers water sampler into the sea to collect surface water which can later be analyzed in ship's wet laboratory.*

Census Bureau Moves Into The Jet Age

Offers Faster Service To Business And Industry

During the next ten years, the 1970 U.S. Census records will be decision makers.

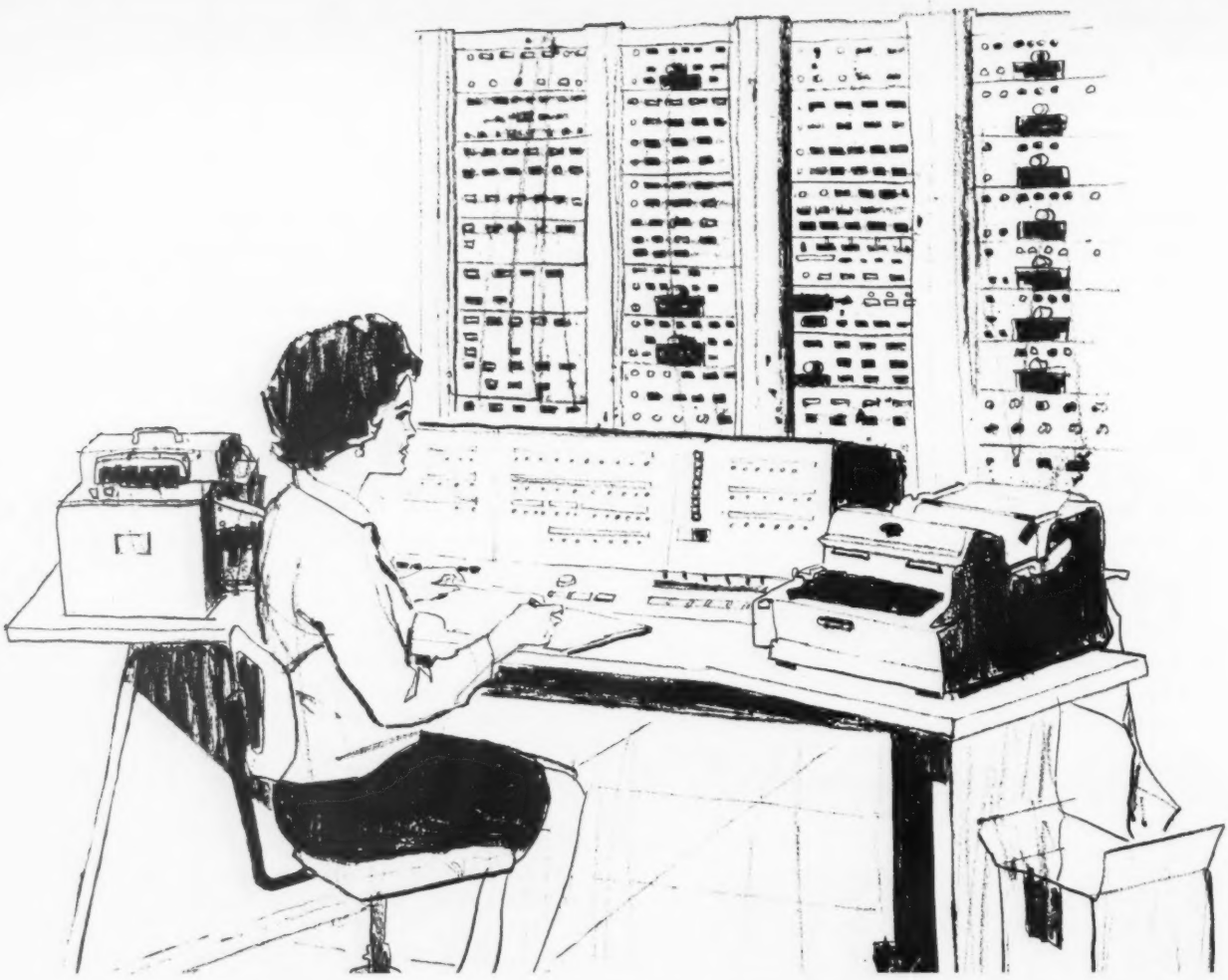
Prime users of this data will be business and industry, which will utilize the 1970 census information to help decide production, marketing, merchandising, building and expansion. Government on National, State, regional and local levels will use the census results to reapportion Congress, distribute tax money, locate schools, hospitals and roads, and to determine the quality of housing. Likewise, educators, historians, economists and even politicians, will be among the thousands who will request information from the 1970 census to help meet their objectives.

To be able to supply this melange with the data they need, electronic scanners and computers are rapidly reading, selecting, recording, filming and storing the voluminous figures that comprise the answers to the 1970 census. By next June, the U.S. Commerce Department Census Bureau 1970 count will be compiled on 120,000 rolls of microfilm, totaling 27 million feet of U.S. population and housing unit data.

The methods of collecting and recording the 1970 decennial census are in sharp contrast to those used in this country's first required census, when in 1790 Federal marshals traveled on horseback throughout their districts, personally counting each family. Their commission was to record the name of the head of each household, plus the number, age and sex of free persons in the household, and the number of slaves. The districts covered were large; the transportation, slow; and the count took many months to complete.

Through the next half century, the horseback census continued—its only change was the addition of questions on citizenship, work, health, and education. And, after each decennial census, the information was posted in public places for review and correction.

In 1850, for the first time, all free persons were listed separately by name under the head of the family and by occupation. Detailed information was obtained about deaths during the previous year and about agricultural activities. However, lists were no longer posted, and the information was transcribed for use in Washington, with the original list being retained by the courts in each State. The census of 1870 marked the first printing



NOW—*The Census Bureau's modern FOSDIC computer has reduced the reading and recording output from eight hours in 1950 to 15 seconds today—saving millions in taxpayers' dollars.*

of maps and charts to display the result graphically.

Machine age comes

While the 1870 census also marked the first use of a "tallying machine" to compile the records, census mechanization came into its own in 1890 through the efforts of a Census Office employee, Herman Hollerith.

The need for special equipment had been emphasized by the previous census. Special enumerators had been appointed for the 1880 job, cutting in half the time involved in collecting the material. But, since the volume of printed material was seven times greater than that produced for 1870, the final 1880 statistics were not published until 1888.

To speed the compilation of the 1890 records, Hollerith developed the punched cards and tabulating equipment that were to become the forerunner of today's data processing systems.

All of the censuses through 1900 were taken, compiled, and the results published by temporary organizations set up each decade. In 1902 Congress passed legislation establishing a permanent Bureau of the Census in the Department of the Interior. A year later, the Bureau was transferred to the Department of Commerce and Labor, and in 1913 continued as a part of the Department of Commerce when a separate cabinet post was created for Labor .

With a permanent Director and professional staff, the caliber of the census was improved and the practice of long-range planning was initiated, including the Bureau's establishment of its Machine Development Laboratory in 1906 to develop machines for statistical data processing.

Business and industry soon realized the value of using census information. And from 1910 on, private citizens began querying the Bureau for such items as lost or non-recorded birthdate certification. To produce faster answers to these public inquiries and to assure room for the growing mountains of records, the Bureau launched into microfilming its data.

By 1947, population data, or schedules, as they are called, of each census from 1840 through 1940—except those in 1890, the majority of which had been destroyed by a fire—had been preserved on microfilm. As for earlier population schedules, those from 1790 through 1830 were so fragile they had to be withdrawn from public use and housed in the National Archives. The originals were photostated, however, and microfilms made from the reproductions. They, too, are housed in the National Archives, together with films of the 1950 returns and the surviving 1890 schedules.

In 1951, in time to process a small part of the punched cards for the 1950 Census, the Bureau commissioned and used the first electronic computer designed for statistical work—Univac I.

After more than five years of further research, and in conjunction with the National Bureau of Standards, the Census Bureau built four electronic scanners called FOSDIC.

Film scanner developed

The scanner derives its name from its job, for it is a *F*ilm *O*ptical *S*ensing *D*evice for *I*nput to *C*omputers. It scans the negative microfilm of a census schedule, finds the filled-in penciled circles which a householder has supplied, translates these markings into a form which can be read by the computer, and records the resulting data on magnetic tape for computer use.

The reading and recording output which took eight hours of a punch-card operator's time in 1950 was reduced within a ten-year period to one minute by FOSDIC. Today, this time has been cut to 15 seconds!

But there is another speed mechanism made possible for the first time in the record-

THE STYLE OF THE 40s—*Not sewing machines, but census machines as they looked 30 years ago. Census Bureau employees recorded census data from the 1940 count in the U.S. Department of Commerce.*

ing of the 1970 data. The new automatic microfilming machines designed and constructed by Anthony Berlinsky, Chief of the Engineering Development Laboratory of the Bureau, have made possible the filming of 60,000 rolls of 16 millimeter film—each roll being 225 feet long. This output will produce the basic information asked of all persons. These same machines, with their unique ability to turn pages automatically, also will produce during 1971 another 60,000 rolls of film from the 14 million "sample" households which furnished additional population and housing information.

$10 million savings

Translated into dollars, it is estimated that the technological methods used by the Census Bureau today realize a $9 to $10 million savings for taxpayers over the cost of using the punch-card system.

With the Machine Development Laboratory operating at top speed to make further improvements, 'progress' continues to be the slogan for the Census Bureau. Faster and more complete answers for business and industry, better and more accurate methods for compiling and recording census data—these are among the challenges the Bureau will face and resolve before the next decennial census. It's a long way from the 1790 tallies taken on horseback to the 1971 microfilming by FOSDIC, but there's still a long way to go.

—Census Bureau

THEN—*The first complete tabulating system, invented by Census employee Herman Hollerith, was first used during the 1890 census. The "Counting" mechanism is to the left, the "Contact" mechanism in the center, and the "Sorting Box" to the right.*

SHADES OF THE PAST—*The Pantograph Punch developed from the Hollerith invention, tabulated census answers in the 1890 and 1900 censuses. With improvements, it was used through the 1920s.*

Developing Nations Are New Program's Targets

Bangkok U.S. Center Will Build Sales Of American Products In Entire Region; Other Centers On Way

United States exporters aiming at the $11 billion market in Southeast Asia's developing nations will get new assistance from the Commerce Department next month.

On Feb. 1 the eight-year-old U.S. Trade Center in Bangkok, Thailand, will become the Southeast Asia Regional Trade Development Center and a series of export promotions designed to reach customers throughout that entire corner of Asia will begin. Similar regional centers in South America and West Africa are being considered at Commerce.

American companies will participate in this effort in the following ways:

Catalog Shows: Manufacturers producing equipment in a single related field will be asked to furnish catalogs covering their latest products. Typically, catalogs of 350-400 manufacturers will be shown. Accompanying publicity will seek to attract the largest number of potential distributors and customers. This type of show has the advantage of giving manufacturers a chance to introduce products and develop agency relationships at nominal cost.

Technical Seminars: A panel of U.S. industry specialists is invited to present papers on technical subjects to leading potential customers and university and government experts. Such seminars fill a pressing need

For More Information

Businessmen desiring further details on this program may contact a Department of Commerce Field Office or write to the Director, Developing Countries Trade Promotion Division, U.S. Department of Commerce, BIC-918, Washington, D.C. 20230. Overseas an agent or office should contact the Commercial Officer at the nearest U.S. Embassy or Consulate and in the Far East, write to the Director, U.S. Regional Trade Development Center, American Embassy, Bangkok, Thailand.

CATALOG SHOW IN OPERATION—*Visitors at the Bangkok U.S. Trade Center study specifications of U.S. farm implements at a recent catalog exhibition. Such shows, to be expanded in new program, offer U.S. firms important exposure to customers in developing nations at nominal cost.*

for technical information in the developing countries, and have resulted in substantial sales in such areas.

Product Exhibits: Instead of the customary Trade Center show involving 25 to 30 manufacturers, the Regional Trade Development Center will feature smaller shows of 4 to 8 firms recruited abroad among U.S. representatives of a particular industry. Product themes are to be based on business development opportunities identified by U.S. Commercial Officers and Center personnel.

Touring Exhibits: Essentially a product exhibit on wheels, this technique is used to bring a wide range of U.S. products to other business centers within an individual country or region. Typically, these shows are recruited from U.S. firms and their agents established in the major business centers, in the same manner as the product exhibits described above.

Training Courses: Held under the auspices of the Regional Trade Development Center, which supplies course materials and arranges for an instructor (who is paid from student fees), these courses in marketing practices and basic salesmanship are made available to the local sales agents and representatives of U.S. businesses. These have already been introduced in Bangkok and there are now over 500 graduates in Thailand.

Single-sponsor Shows: This technique involves use of facilities for display of a single company's products. The exhibitor provides money and workers to help with the display. U.S. companies have found this technique particularly useful to introduce new products or lines of products in a local market. Such single-sponsor exhibitions produced $81 million in sales at seven U.S. Trade Centers overseas last year.

Developing country markets play a signifi-

cant role in the overall international trade patterns of the United States. In 1969 these markets absorbed 30 percent of total U.S. exports, valued at $11.1 billion. Also, about 30 percent of U.S. foreign direct investment is located in the developing countries.

Nevertheless, the U.S. market share in the developing countries has been declining while total world exports to them have been increasing. During the period of 1964-1969, the value of U.S. exports to developing countries grew from $8.9 billion to $11.1 billion, an increase of 25 percent, but the value of world exports to these same areas expanded by 45 percent moving up from $35.2 billion to $51.2 billion.

For industrialized nations the United States has initiated and developed a number of trade promotion techniques such as the Commerce Department Commercial Exhibitions Program of international trade fair participation and Trade Center exhibitions. These techniques, it has been found, have less impact and applicability in the markets of developing countries.

TECHNICAL SEMINAR—*Papers summarizing presentations by U.S. industry specialists are distributed to Thai engineers at a seminar in Bangkok. Introduction to U.S. technology is often followed by purchases of U.S. products.*

Regional emphasis

Regional Trade Development Centers are designed to be be focal points for trade promotion within a developing market region, and thus emphasis will be regional rather than country-oriented, as in the industrialized areas.

The new program, outlined above in its techniques, will seek to increase the U.S. commercial presence throughout each region. Results, which are planned to dovetail and build upon each other, are expected along these lines:

► Introduction of new exporters and assistance to those already on the scene.

► Growth in commercial contacts and in appointment of agents and other representatives, to assure U.S. export sales in the long term.

► Dissemination of technical information and know-how, to enhance sales prospects for U.S. products and services.

When the Southeast Asia center opens for business on Feb. 1 under the guidance of Director Brooks Ryno and Deputy Director Thomas Moore, it is expected to have an impact not only throughout Thailand, but also in Hong Kong, Malaysia, Singapore, Taiwan, the Philippines and Indonesia.

Later this year, a similar center is scheduled to open in Buenos Aires to provide trade promotion assistance to U.S. Embassies and Consulates in Argentina, Paraguay, Uruguay and eventually Brazil. A third is being considered for Lagos, Nigeria, to serve Western Africa.

Each will have a staff of five: two Americans skilled in trade promotion activities and market development, supported by a locally hired staff of three. This staff will assist the U.S. Commercial Officers at the posts throughout the areas, who will be closely associated with the program and will furnish much of the country expertise and support necessary for the success of the program.

Recent Commerce survey missions and consultations with U.S. Commercial Officers abroad, as well as other studies made by the Commerce Department, point out the need for a more aggressive trade development program in several other promising markets of the world. These include Eastern Europe, the Middle East and Eastern Africa. Within the limits of its present resources, Commerce ex-

SALESMANSHIP COURSE GRADUATES—*One of five classes already graduated from the U.S. Salesmanship Training Course poses for a group picture with its teachers. Now at work in Thailand are more than 500 persons who have completed such courses.*

At a touring exhibition Ridge Tool factory representative John Avard explains operation of pipe threader to Governor Sawasdiwongse Patitas of Thailand's Khorat Province and the Governor's wife. The show went to Northeast Thailand from Bangkok.

pects to expand and sustain an active trade development effort in these areas.

In the past year two Department of Commerce missions and discussions in Washington with the representatives of several Eastern European nations developed evidence that these countries are now more receptive to closer commercial relationships with the United States and the American business community. Plans are being made for a modest trade development program for Eastern Europe. At the outset techniques to be emphasized will be catalog shows and technical seminars.

This goes along with an effort to improve the country's commercial relations with East European countries which has included some relaxation of export licensing restrictions and encouragement of new business contacts through official Government trade missions and private initiatives.

Catalog shows in this area have been successful in attracting U.S. participants (especially new-to-market firms) and in developing trade leads. Catalog shows have been presented in five Eastern European cities; Poznan, Brno, Bucharest, Zagreb and Katowice.

In the Middle East and East Africa, the Trade Development Program will focus principally on the commercial display facilities offered by the American Embassies in Beirut and Nairobi. Both posts have had active trade promotion programs, and these efforts will continue and be expanded under the Trade Development Program. Primary emphasis will be given to catalog exhibits and single-company shows. Beirut, for example, has had considerable success with the single-company technique in support of the agents, representatives and distributors of U.S. products in Lebanon.

—Bureau of International Commerce

The Industrialization Of A 'Sleeping Giant'

Private Industry Cooperates To Create A New Future For The American Indian

The American Indian has a new weapon in his fight against poverty—government-designed self-help programs targeted to bring the tribes around the country into the mainstream of the U.S. economy.

More than 600,000 American Indians live in the United States and two out of three live on or near a reservation, where the unemployment rate is nearly 10 times the national average. The average age is 18, a median family income is $1,700 annually and the high school dropout rate is double the national average. The death rate average is 20 years younger than the national figure.

With odds this great, the problems cannot be solved overnight. The strength of the new Federal policy, however, lies in directly involving the Indian in the economic development of his reservations, resulting in improvements in his way of life.

His battle against indigency is being waged through self-help programs set up by Commerce's Economic Development Administration, in partnership with the Office of Economic Opportunity, other Federal agencies and private enterprise.

The programs provide technical assistance, public works grants and business development loans for tribes which have evidenced a desire to help overcome their destitute conditions. This investment has made it possible for the Indian, government agencies and private enterprise to work together to raise the standard of living on the reservations.

Fairchild Camera and Instrument Corporation's experience on the Navajo Reservation—where 120,000 Navajos, the largest of all American Indian tribes, have lived in poverty—dramatically illustrates this approach to economic development.

Navajoland's 16 million acres of desert rocks and mountains span parts of Arizona, New Mexico and Utah. It was granted EDA assistance because of the aggressive pursuit of its tribe for self help programs. A progressive Tribal Council negotiated mineral leases, bringing tribal revenues from the land's rich deposits of gas, oil resources and uranium. A tribal-owned-and-operated sawmill, Navajo Forest Products, provided additional revenue. The Navajo Tribal Utility Authority, 96 percent of whose workforce is Indian, served home, industry, business and community facilities.

Selection of Navajoland land for the "Action List" of the EDA/OEO Selected Indian Reservation Programs has located new in-

THE MACHINE AGE—*The adaptability and skill of the Navajos have enabled them to be trained to operate intricate machines in the Fairchild plant, including this automatic transistor assembly process.*

STEP ONE IS A CLASSROOM—*All new employees at the Shiprock, N.M., Fairchild assembly begin their jobs with training classes. After job orientation, employees are moved to the production line.*

dustries on the reservation, both tribal-owned and brought in by major U.S. companies.

"The last few years," said Raymond Nakai, past Tribal Chairman, "can best be described as the industrialization of a sleeping giant."

During this period, the Navajos have witnessed the creation of more than industrial jobs. They have seen industry, transportation, housing, education become major areas of concern. They have seen the dream of becoming a completely self-sufficient tribe grow closer to reality.

One reason for the transformation has been the close alliance of government agencies and private business with Navajo authorities. The EDA funding of two industrial parks and water and sewer facilities has brought business to the reservation, includ-

ing Fairchild which in 1965 established a small pilot transistor assembly plant on the reservation at Shiprock, New Mexico.

At the time of Fairchild's entry, no plant space was available, so the Navajo Tribal Council, anxious to have the corporation locate there, housed them in the town's community center. Within three years Fairchild had expanded the plant from 50 persons to a full operational facility, employing more than 500.

Three important discoveries were made by Fairchild in the initial operation. First, the Navajo, with little or no knowledge of the English language, could be trained to work with the highest degree of competency on even the most intricate of machines. As a result, Fairchild dropped its educational requirements for hiring at the Navajo facility.

Second, the Indian is a candidate for steady employment. Fairchild's turnover rate in Shiprock has been about 4 percent a month, the lowest rate in any of its plants.

Third, in spite of "Indian time" philosophy, the absentee rate is comparable to other Fairchild world-wide installations.

Augmenting these discoveries was the tribe's enthusiasm for the project, strengthened by a subsequent loan of $700,000 from EDA to build a new plant. The tribe appropriated $365,329 to complete the building cost. The new facility, constructed by the Navajos in a 50-acre industrial park, was leased in 1969 to Fairchild, which equipped the plant at a cost of about $1.5 million.

The Fairchild semiconductor plant is now the largest manufacturing facility in New Mexico, and the largest non-governmental employer of Indians in the Nation. More than 1,200 persons work at the new plant, where electronic components are assembled. About 98 percent of the plant's employees are Navajos.

Fairchild's success at the growth and performance of its Shiprock plant has led to the development of a training program for Navajo men in equipment design and construction. At present, approximately 40 employees are in the program.

Because of the performance of the Navajo in this program the corporation's electronic equipment complex is now being expanded. With the help of a $462,800 loan from EDA and $249,200 in tribal funds, a new 22,550 square-foot plant is on its way up at Shiprock's industrial park. The plant will create more than 200 jobs and open 200 new spots in an expanded cafeteria to serve both plants.

ALL IN THE FAMILY—*A Navajo supervisor gives individual attention to a production line worker. Fairchild's promotion of Navajos to supervisory positions has helped develop a successful workforce.*

Fairchild is also negotiating with the Tribe for the development of a community shopping center, to keep the $4.5 million annual payroll on the reservation. Each business in the center will be owned and managed by trained Navajos.

C. Lester Hogan, President and Chief Executive Officer of the parent corporation, thinks that the Fairchild payroll to the Navajos could reach $6 million annually within the next two years.

Hogan feels that the Fairchild experience on the Navajo Reservation can be duplicated by other companies on other reservations. "The long bridge of Anglo-Indian alienation is being crossed," he stressed, "and the gap between the cultures is being closed. We, at

INDUSTRY COMES TO THE DESERT—*Fairchild's Semiconductor Assembly plant at Shiprock, N.M. adds a new dimension to the Navajoland landscape and to Indian life.*

Fairchild, have been involved in a highly successful four-way partnership between ourselves, tribal authorities, Federal agencies, and the New Mexico Indian community. We have seen once bypassed people develop a sense of pride, and have seen this pride turn into production and progress."

HELPING HANDS

Six Federal agencies are concentrating people, services, monies and time to assist with the "industrialization of a sleeping giant":

- ***U.S. Department of Commerce, Economic Development Administration***
- ***U.S. Department of Interior, Bureau of Indian Affairs***
- ***U.S. Department of Labor, Bureau of Work Training Programs***
- ***U.S. Department of Health, Education, & Welfare, Public Health Service***
- ***U.S. Office of Economic Opportunity***
- ***U.S. Department of Housing & Urban Development***

In Navajoland, other U.S. businesses share these feelings. At Fort Defiance, another EDA sponsored industrial park, General Dynamics Corporation and Hanover Modular Homes are Navajo employers. Other reservation industries include EPI Vostron, United Nuclear Corporation, Armex Corporation of New Jersey and Peabody Coal Company.

EDA has approved more than $12 million in public works funds and business development loans for the Navajo Reservation, including a grant for the establishment of a tribal Economic Development Department, headed by Anthony P. Lincoln, a Navajo. His office helps coordinate efforts with Federal agencies represented on the reservation.

In fiscal 1970, EDA invested $19 million in Indian reservations across the country. Last month the agency adopted a new 100 percent public works grant program for the Indians, in order to give smaller tribes, previously unable to participate in the program because of a lack of funds, an opportunity at economic development.

—Economic Development Administration

How Commerce Serves You–

National Bureau Of Standards

The National Bureau of Standards, headed by Dr. Lewis N. Branscomb as its Director, serves the public and the businessman basically by providing the measurement standards and techniques, as well as calibration services, which are essential to industry and commerce.

These services fit into the following general categories:

Technology

Probably the space rocket is one of the ultimate measurement problems challenging our technology today. Delicate optical, mechanical, electrical, and chemical systems must work together perfectly. Materials must be selected to perform difficult jobs under violently demanding conditions. To make such selections the engineer depends on data on the characteristics and properties of materials.

Mass production

The key to mass production lies in the use of interchangeable parts. These must be measured accurately in order to fit into the assembly and function properly together.

In producing any complex modern device, a wide range of quantities, physical and chemical, must be measured and coordinated if the device is to be conceived and then to work properly.

Improved products

Today, a new car can be taken out on the road and run in bursts to its full capabilities immediately. This is because of improved and new materials and improved measurements. Today, parts can be measured more accurately, finished more smoothly, and therefore fit together and work together more smoothly.

Information and specific detail can be obtained from the Office of Technical Information and Publications, National Bureau of Standards, Washington, D.C. 20234, or telephone area code 301, 921-2318.

Increasingly, new products are emerging from the laboratory. No example could be more vivid than the development of the transistor.

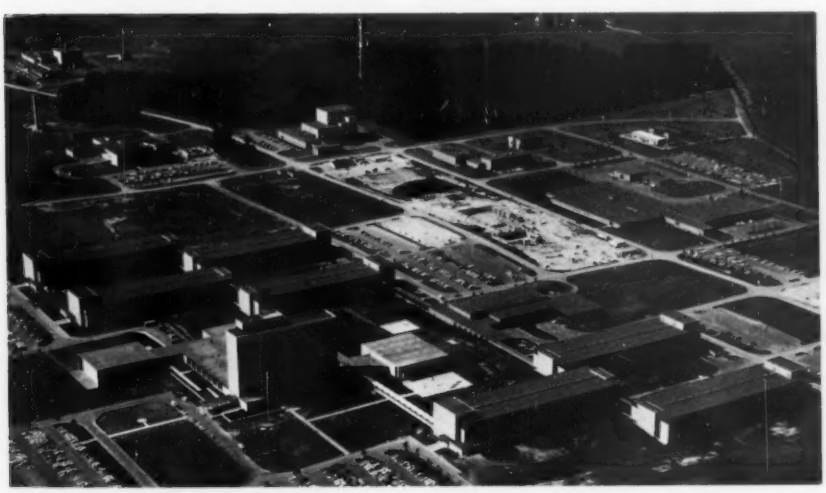
Dr Lewis N. Branscomb
Director
National Bureau of Standards

These tiny pieces of solid-state material have made possible the ubiquitous portable radios and miniature televisions, more reliable defense and space electronics, and computers which perch on the corner of a desk.

The development of solid state technology to its present level required extremely delicate measurements to determine the electrical behavior of transistor and other materials, to determine the quantities of impurity present, to determine what effect varying the amount of impurity would have on their electrical properties.

New processes

New industrial processes are just as dependent on measurement as new products. For example, industry has been using radiation in increasing amounts for a variety of jobs. Radioactive materials and machines which project beams of electrons are used to cure plastics and vulcanize rubber, to sterilize pharmaceuticals, preserve food, see through metal castings to spot flaws. In all these tasks, the amount of radiation must be measured and controlled to achieve the desired results.



HOME OF NBS—*This complex of buildings houses the National Bureau of Standards in Gaithersburg, Maryland.*

DOMESTIC BUSINESS REPORT

- Private industry to aid minority banks
- President approves new tax depreciation rule
- Crime attitudes measured in Dayton and San Jose
- More data in Industry Profiles
- 'Strip City' grows (and grows)
- Coastal Plains backs major highway program

GM To Deposit $5 Million In Minority-Owned Banks

General Motors Corp. will put $5 million in deposits in 32 minority-owned banks, James Roche, chairman of the board of GM, announced this month.

Announcement of General Motors' commitment was made by Roche and Under Secretary of Commerce Rocco C. Siciliano at a ceremony, followed by a press conference at the Department of Commerce.

Siciliano called the GM action "indicative of the business community's growing interest in and support of positive action programs aimed at solving many of today's problems in society."

Expressing the hope that the action of the nation's largest corporation will "stimulate other corporations to make similar deposits so that these banks can continue their important work in the minority community," Roche presented checks to representatives of four of the banks involved in the program.

The General Motors' deposits, which will increase by one third the deposit totals of minority banks, are a part of a government-private business effort developed last year to increase deposits in minority-owned banks across the country by $100 million in 1971.

These additional deposits are intended to encourage the development of minority businesses and additional job opportunities for members of minorities. The program, initiated by the National Advisory Council on Minority Business Enterprise, the National

James M. Roche
Chairman of the Board, General Motors

Bankers Association and the Treasury Department, will involve $65 million in private sector deposits and $35 million in government deposits.

Represents 7 percent

General Motors' commitment represents more than 7 percent of the private sector's goal.

Roche said the $5 million in deposit balances will consist of combinations of low interest certificates of deposits, time accounts and tax and loan accounts. He added that each account will be arranged to best suit the needs of the individual banks.

The GM chairman presented a check for $100,000 to Eliu Romero of the Centinel Bank of Taos, New Mexico; $100,000 to Ugo Lisi of the Banco De Ponce of New York City; and $100,000 to William Hudgens of Freedom National Bank, also of New York City. These checks were for one year certificates of deposit at an interest rate of three percent per annum. Donald Sneed of the Unity Bank and Trust Co. of Roxbury, Mass., was presented a $20,000 check as an initial deposit.

In response to a question concerning a recent charge that minority banks are more "ornaments of racial pride," Lisi asserted that "if these are ornaments they are needed by a lot of people and a lot more ornaments are needed."

Someone who understands

He said his bank, which serves the Puerto Rican community in New York City, has acquired 50,000 new customers in the past nine years.

"They are people who do business with us because we are a part of the minority community, someone who understands the minority people."

Roche said he owns stock in one of the minority banks, a fact which "attests to my faith in their future and the work they are doing."

Siciliano, who introduced the GM chairman at the Jan. 15 ceremony, pointed out that the $5 million commitment of General Motors is in addition to its extensive activities in other areas of assistance to minority groups. General Motors has supported a number of community housing-development projects; made special purchases of materials and services from minority owned firms; and, under a Small Business Administration license, operates Motor Enterprises Inc., a Minority Enterprise Small Business Investment Company.

Others attending the ceremony included Sam Wyly, chairman of the National Advisory Council on Minority Business Enterprise, Samuel S. Beard, chairman of Capital Formation Inc., and Dr. Edward Irons, executive director of the National Bankers Association and Abraham S. Venable, director of the Office of Minority Business Enterprise.

Beard and Dr. Irons who represent the associations responsible for carrying out the private phase of the program, reported that the program is ahead of schedule in soliciting deposits.

The minority banks have made more than 72,000 loans in the minority communities. These include more than 7,000 business loans totaling $58 million.

$8.5 million committed

To date, $8.5 million of new deposits have been committed to minority banks and more than $3 million actually deposited, they reported.

Beard was asked if the state of the economy has served to slow the program for deposits in minority owned banks.

"I'm not one bit worried about the state of the economy," he answered. "Any one of these sectors (that is, government, business, labor, social welfare, church or community organizations) could deposit $100 million in minority-owned banks tomorrow."

—Office of Minority Business Enterprise

CHECK, HANDSHAKE, SMILES—*Ugo Lisi, right, of the Banco de Ponce of New York City, accepts a check for $100,000 from General Motors Board Chairman James M. Roche, left, while Under Secretary of Commerce Rocco C. Siciliano looks on.*

New Depreciation Rule Expected To Spur Business

President Nixon has approved three changes in rules for the administration of the depreciation provisions of the tax laws which, the Administration said, will aid in renewed business growth in 1971.

These changes, the President said, will "help create jobs . . . promote economic growth . . . (and) increase the competitiveness of United States goods abroad, thus strengthen our balance of payments . . ."

$2.6 billion reduction

The tax reduction for businesses, which came in the form of liberalization of the rules for depreciation of business equipment, will be $2.6 billion this year and "rise to a peak (reduction) of about $4 billion in 1976," according to the President.

The President summarized the changes as follows:

1. Authorize the Internal Revenue Service to accept depreciation based on lives for business equipment acquired after 1970 that are not more than 20 percent shorter nor 20 percent longer than the present "guideline lives" fixed by the Treasury in July, 1962.

2. Terminate the complex "reserve ratio test" for determining limits on depreciation allowances.

3. Provide an alternative to the present "convention" which permits deduction of half the annual depreciation in the year in which equipment is placed in service. Under the modified "convention," a full year's depreciation for assets acquired after 1970 will be accepted for assets placed in service in the first half of a year; one-half year's for those in the second half of a year.

The move also will reduce significantly the complexity and uncertainty of the application of an important section of the Internal Revenue Code, President Nixon stated.

He emphasized that these "short-run revenue reductions are not so large as to prevent us from maintaining balance, now and in fiscal year 1972, between budget spending and the revenues that would be generated in a full-employment economy."

"Most importantly," he asserted in the statement, "they can be expected to have a substantial 'feedback' effect."

The President concluded that past experience demonstrates that depreciation liberalization will stimulate the pace of spending on new plant and equipment, which has been leveling off, and thus create jobs. As a result, he said, Federal tax collections in the long run will increase.

Census Bureau Tracking Down Crime Statistics

- During 1970 did anyone break into or somehow illegally get into your home, apartment, garage, or another building on your property?
- How safe do you feel being out alone in your neighborhood at night?
- Are there some parts of this metropolitan area where you have a reason to go during the day, but are afraid to?
- Did anything happen to you during 1970 which you thought was a crime, but did NOT report to the police?

These questions are being asked by the Census Bureau this month in two surveys to develop crime victimization statistical information for the Justice Department's Statistics Center of the Law Enforcement Assistance Administration (LEAA).

Data collected by the surveys will be used by the Justice Department to improve local law enforcement, judicial and correctional agencies, and to develop new methods in crime measurement. The surveys also will measure citizens' attitudes toward law enforcement agencies and crime.

The first survey, begun January 11 with Census interviewers canvassing 5,200 households in Dayton, Ohio, and 5,900 in San Jose, California, will be the most comprehensive with reference to local reactions to crime and crime reporting.

Survey goes nationwide

Similar questions also are being asked nationally in a second Census Bureau crime victimization study, expected to reach 18,000 households. The answers to these questions will be used by LEAA to estimate a better picture of the crime level nation-wide.

The census surveyors will question persons 16 years of age and older in the households selected to discover the frequency of crime, where and when it is likely to occur, the effect of crimes committed on its victims, the costs of crime to them and to the community, and the problems created by fears of crime.

Dayton and San Jose were chosen by the Justice Department because they represent two typical U.S. cities, ranging in population from 200,000 to 500,000, as well as being part of the Pilot Cities Program, launched by the National Institute of Law Enforcement and Criminal Justice of LEAA to examine law enforcement conditions and criminal instances in the United States. This experimental program also is being conducted in Charlotte, N.C., and will shortly start in a Southwestern city to be announced.

This Pilot Cities Program was instituted by the National Institute

ANY CRIME TODAY?—*Census Bureau interviewers are currently questioning residents in Dayton, Ohio, and San Jose, California, on crime, its frequency and their attitudes toward crime and law enforcement agencies.*

after a survey conducted by the National Opinion Research Center of the University of Chicago revealed that crime in the United States is probably two to three times greater than is reported to police departments.

To help reduce this unreported crime rate, the National Institute set up pilot programs to improve law enforcement procedures and practices and involve the citizens more directly with the local police agencies.

Citizen attitudes important

According to the Justice Department's Statistics Center Director George Hall, "The results of the poll made us realize that any study of victim-based crime statistics in the U.S. today would require a new measuring tool to analyze the percentage of crime in the country and the attitudes of the citizenry towards crime."

After the Census has completed the surveys in Dayton and San Jose the statistical totals will be turned over to the Statistics Center for evaluation, which, in turn, will make the data available to the National Institute and law enforcement officials.

Plans call for a possible follow-up by the Census Bureau in two years in the same locations and a major national victimization survey in 1972 to keep the crime measurement figures on a current basis.

The Census Bureau emphasizes that the answers to the survey questions will be held in the strictest confidence and may be released only in the form of statistical totals.

—Census Bureau

'Industry Profiles' Includes New Data On Manufacturers

A statistical picture of economic developments in 527 U.S. manufacturing industries and industry groups are presented in a new edition of *Industry Profiles* from the Bureau of Domestic Commerce.

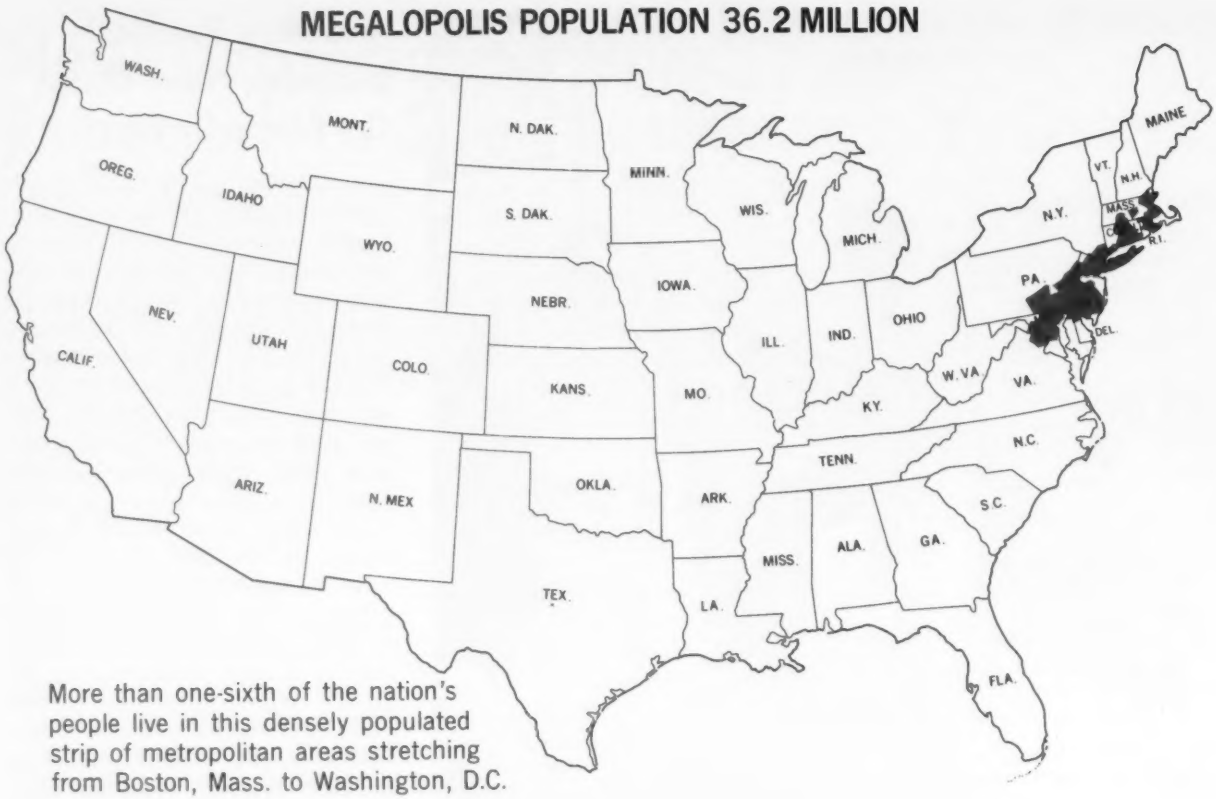
For the first time *Industry Profiles* also presents data on the average rates of growth between 1958 and 1968 for each of the 20 data series and ratios. The 297-page publication also expands on coverage of the previous edition by providing similar data for over 100 industry groupings.

Based on the table showing value of 1968 shipments, for example, the five largest industries on the list of 100 are: Motor Vehicles and Parts, Petroleum Refining, Blast Furnaces and Steel Mills, Meat Packing Plants, and Aircraft. Another table shows that the five largest industries based on 1968 employment are: Motor Vehicles and Parts, Blast Furnaces and Steel Mills, Radio and TV Communication Equipment, Aircraft, and Newspapers.

According to the table listing the 100 fastest growing industries based on increase in value of shipments from 1958 to 1968, the top five are Ammunition (except for Small Arms), Tufted Carpets and Rugs, Semiconductors, Small Arms, and Guns, Mortar, Ordnance and Accessories; and based on increase in total employment from 1958 to 1968, the five leading industries are: Ammunition (except for Small Arms), Semiconductors, Organic Fibers (Noncellulosic), Optical Instruments and Lenses, and Tufted Carpets and Rugs.

Industry Profiles, 1958-68 may be purchased for $2.25 a copy from the Superintendent of Documents, GPO, Washington, D.C. 20402, or any Commerce Department Business Services Field Offices.

—Bureau of Domestic Commerce



More than one-sixth of the nation's people live in this densely populated strip of metropolitan areas stretching from Boston, Mass. to Washington, D.C.

'Strip City', U.S.A. — Still Growing

Flying non-stop down the eastern seaboard from Boston to Washington, D.C., an airline passenger on a clear day sees an extensive, heavily populated, continuous urban area.

This vast, uninterrupted mass of urban density, called "strip city" by the Census Bureau, is the U.S. megalopolis. It extends for 450 miles and sometimes it is as wide as 150 miles. Within these boundaries more than 36 million persons—or 18 percent of the entire U.S. population—are concentrated.

This densely populated belt includes 34 cities of over 50,000 persons, surrounded by metropolitan counties, which are considered Standard Metropolitan Statistical Areas (SMSAs) by the Census Bureau. Seven of these SMSAs in the megalopolis show populations of more than one million. New York, the largest, claims 11.4 million persons, followed by Philadelphia with 4.8 million. The five other metropolitan areas with headcounts of over one million are Boston, Washington, Baltimore, Newark, and Paterson-Clifton-Passaic.

This elongated "strip city", which occupies the sites of most of the 16th and 17th century colonial settlements, still grows—a trend that has continued through the centuries. The latest growth pattern, determined by the 1970 decennial census, shows an 11.2 percent ten-year increase, rivaling the 11.7 percent gain made nationwide.

Washington, D.C., with its surrounding suburban rings of Maryland and Virginia counties, amassed the fastest SMSA growth in this megalopolis over the decade —36.6 percent. Two New Jersey counties, Somerset and Middlesex, (not counted as SMSAs because the areas do not have a city of over 50,000 persons) showed jumps of 36.9 and 32.3 percent, respectively. The slowest population growth within the megalopolitan area was in Worcester, Mass.—4.1 percent.

—Census Bureau

MEGALOPOLIS: 1970 AND 1960

Standard Metropolitan Statistical Areas Over 1,000,000 Population

SMSAs over 1,000,000 in Megalopolis	1970 Preliminary	1960 Census	Change 1960-70 Number	Percent
(Megalopolis, Total Population)	**36,234,814**	**32,613,038**	**3,641,776**	**+11.2**
Boston, Mass.	2,730,228	2,595,481	134,747	+ 5.2
New York, N.Y.	11,409,739	10,694,633	715,106	+ 6.7
Paterson-Clifton-Passaic, N.J.	1,341,702	1,186,873	154,829	+13.0
Newark, N.J.	1,845,348	1,689,420	155,928	+ 9.2
Philadelphia, Pa.-N.J.	4,773,804	4,342,897	430,907	+ 9.9
Baltimore, Md.	2,045,200	1,803,745	241,455	+13.4
Washington, D.C.-Md.-Va.	2,835,768	2,076,610	759,158	+36.6

Federal Seminars Help Minority Businessmen In Contract Bidding

A series of Federal procurement seminars scheduled in 1971, will provide minority businessmen with information on how to sell the Federal government through competitive bidding and other programs.

In addition to lectures and visual aid presentations, the day-long program includes individual counseling by Federal procurement officers.

The February-March schedule is:

Indianapolis, Ind.	2/5
Dayton, Ohio	2/19
Syracuse, N.Y.	2/24
Flint, Mich.	3/5
Youngstown, Ohio	3/16
Providence, R.I.	3/23
Hartford, Conn.	3/24
Trenton, N.J.	3/26
Wilmington, Del.	3/30

The seminars are sponsored by the Federal Procurement Task Force on Minority Business Enterprise which include the Regional Business Service Centers of General Services Administration, Department of Defense, the Department of Commerce's Office of Minority Business Enterprise, and the Small Business Administration.

For additional information, contact the nearest GSA Field Office.

—Office of Minority Business Enterprise

Task Force To Aid Minority Business

A national task force on minority business concessions was created, and two concessions opened in the Pentagon.

"Cards 'N' Things," operated by Mrs. Linda Anderson, and "V.I.P. Music Shop," run by Ernest Harris, opened on two of three sites set aside for minority entrepreneurs by Pentagon officials last summer. The third site is expected to be occupied by spring.

SELECTING A CARD—*Rocco Siciliano, left, Under Secretary of Commerce, is among the first customers at a new minority business concession at the Pentagon. Looking over the selection with Siciliano are from left, Herman Neugass, director, Mayor's Economic Development Committee; Mrs. Linda Anderson, operator of the business; and Wallace Anderson.*

Announcement of the formation of a national task force was made by Under Secretary of Commerce Rocco Siciliano at a ceremony Dec. 8 formally dedicating the two concessions. Siciliano said the cooperation involved in setting up the new stores is an "excellent example of President Nixon's aim in establishing the Office of Minority Business Enterprise." OMBE's primary efforts are to tie together the activities of Federal programs and services designed to assist the minority businessman.

The task force will include high level representation from Federal departments and agencies that operate facilities using concession type businesses. These include the National Aeronautics and Space Administration, the Atomic Energy Commission, and the Departments of Interior and Defense.

Arthur F. Sampson, Commissioner of the General Services Administration's Public Buildings Service, was named chairman of the new task force.

Asst. Secretary of Defense Arthur F. Forehlke presided at the dedication ceremony. In addition to Siciliano other honored guests included Robert Brown, special assistant to the President; and Rudy Ramos, who is working to fill the third site on the Concourse. Ramos represents several Spanish speaking groups.

—Office of Minority Business Enterprise

Nixon Names Gibson To Shipbuilding Panel

Andrew E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, is among seven persons named by President Nixon to a commission to study American shipbuilding and recommend ways to improve the nation's position in the world shipbuilding market.

The Commission on American Shipbuilding is authorized by the new Merchant Marine Act.

Other members are Albert G. Mumma, chairman, Worthington Corp.; Stanley Powell Jr., private consultant; Arthur M. Becker, member of President Nixon's former law firm; Charles A. Black, secretary-treasurer, National Marine Engineers Beneficial Association; W. H. Krome Geirge, president, Aluminum Company of America; and John T. Gilbride, president, Todd Shipyards.

Commission Adopts Coastal Road Plan

The Coastal Plains Regional Commission has set into motion the most ambitious undertaking of its three-year history by calling for the construction of a 5,000-mile, $2.6 billion developmental highway network from Norfolk, Va., through Georgia over the next 20 years.

An integral part of the highway system is a ten-year, short-range plan for immediate action. This calls for the construction and upgrading of approximately 1,400 miles of the 5,000-mile system.

The selection of routes to be included in the ten-year plan is based on broad groupings of priorities of those routes which are considered most significant to the development of the Coastal Plains Region. The estimated cost of the shorter range system is $1.5 billion.

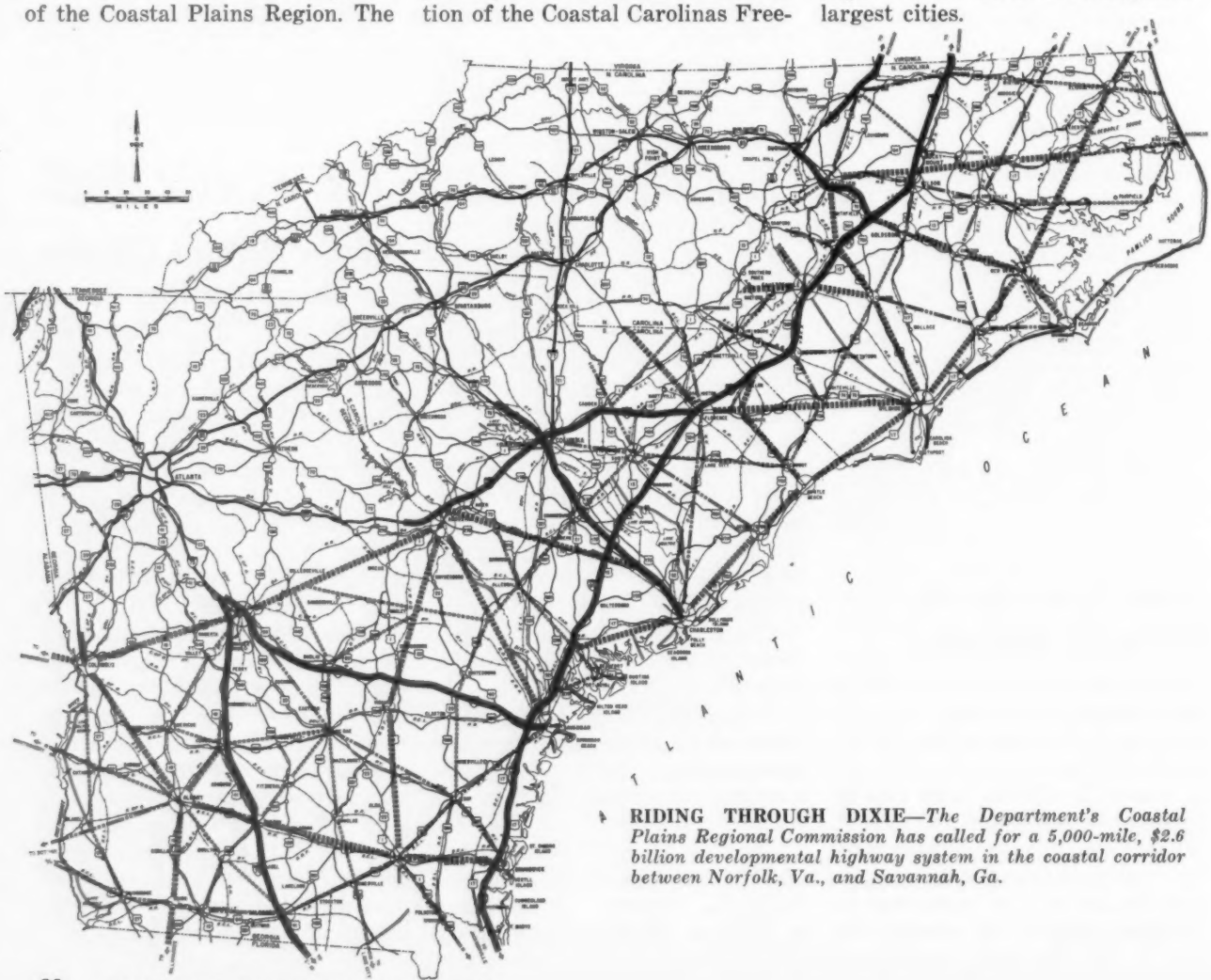
Links urban centers

The system focuses attention on two intermediate levels of arterials below the interstate system. The first would be a regional freeway system connecting the major urban centers in the Region, designated as "primary center connectors." The second would be a four-lane, divided, partial control of access system linking the secondary urban centers into a regional network.

According to CPRC Executive Director, Charles W. Coss, the Commission has assigned highest priority to the design and construction of the Coastal Carolinas Freeway and the Fall Line Freeway.

The Coastal Carolinas Freeway would be a multi-lane, limited access facility in the coastal corridor between Savannah, Georgia and Norfolk, Va., now served by U.S. 17. This corridor, in the opinion of Coss is "the key to the full realization of the tremendous potential of the tourism industry in the coastal area."

The Fall Line Freeway would be a similar multi-lane facility in the Columbus-Macon-Augusta corridor. This project would tie in with Interstate 20 near Augusta, I-16 near Macon and U.S. 280 (scheduled for upgrading to I-85 in Alabama) at Columbus, filling the gaps between three of the Region's largest cities.



RIDING THROUGH DIXIE—*The Department's Coastal Plains Regional Commission has called for a 5,000-mile, $2.6 billion developmental highway system in the coastal corridor between Norfolk, Va., and Savannah, Ga.*

The estimated costs of the two projects is $700 million. The Commission has recommended that the program be funded similar to the existing Appalachia Development Highway program (70 percent Federal participation) which would permit the Commission to provide the States with additional incentives for funding similar highway projects of highly regional significance.

"The Commission believes strongly," said Coss, "that transportation, or its modes and facilities, provides the vital linkage between the various sectors of the economy. Thus while other programs are underway to develop the human and natural resources of the Region, the accelerated improvement of its transportation system and services is essential to a more efficient movement of people and material."

—Coastal Plains Regional Commission

Maritime Reduces Reserve Fleet

Removal of the last 16 World War II and older government-owned vessels from the Hudson River fleet anchorage will bring the government closer to its goal of three reserve fleet ships anchorages—one on each coast.

The Hudson River anchorage will be closed after the ships are removed by a Pakistani company which submitted the highest bid for them. The Maritime Administration has accepted a high bid of $1,663,232 from Dawood Corp., of Karachi, Pakistan, for the 16 mothballed vessels.

When reduction plans are completed the only reserve fleet ships anchorages will be the James River on the Atlantic Coast, Beaumont on the Gulf and Suisun Bay on the Pacific Coast.

—Maritime Administration

...AND THEN THERE WERE NONE—*Shown in more crowded times, the Hudson River fleet anchorage will be closed after removal of the final 16 ships of the World War II mothball fleet anchored there. The ships were recently sold to a Karachi, Pakistan firm.*

Economic Actions

(This column is a capsule of the latest domestic economic actions in the nation's capital.)

Legislation establishing a system of insurance for investors against financial losses resulting from the bankruptcy of brokerage firms was enacted by Congress and signed Dec. 30 by the President.

Losses of up to $50,000 per customer account will be insured under the new law. It is designed to prevent losses to investors who leave cash or securities in the custody of their broker.

President Nixon also approved the following changes in tax rules for business equipment depreciation:

Authorize the Internal Revenue Service to accept depreciation based on lives for business equipment acquired after 1970 that are not more than 20 percent shorter nor 20 percent longer than the present lives; terminate the "reserve ratio test"; provide an alternate to the present "convention" which permits deduction of half the annual depreciation in the year in which the equipment is placed in service.

Calendar For Businessmen

Jan. 28—Savannah, Ga.—Census User Conference. For information contact James McIntire, U.S. Court House, 125 Bull St., Savannah, Ga., 31402. Phone: 912-232-4321.

Jan. 27—Cheshire, Conn.—Census User Conference. For information contact W. M. Sortino, Colonial Bank and Trust Co., 81 W. Main St., Waterbury, Conn., 06702. Phone: 203-757-5051.

Feb. 3-4—Chicago—Transportation Association of America, 1971 National Transportation Institute at Conrad Hilton Hotel.

SCIENCE & TECHNOLOGY REPORT

- $1.1 million Sea Grant to develop Pacific fisheries systems analysis
- Seatbelt comfort needs improving, NBS study finds
- Marine scientists to probe sponges under NOAA contract
- Hearing considers children's sleepwear flammability standard
- Steer clear of exposed beaches in building vacation housing
- Patents of special interest

$1.1 Million Sea Grant To Develop Pacific Fisheries Systems Analysis

Sea grant researchers at the University of Washington at Seattle will attempt to develop a total systems analysis of the north Pacific fisheries under a recent $1.1 million grant awarded the university by Commerce's National Oceanic and Atmospheric Administration *(NOAA)*.

This project, to be known as NORFISH, will join the fishing industry, government agencies, and the universities of the Pacific Northwest in an innovating effort directed toward conservation of fishery resources and the utilization of these resources by the U.S. fishing industry.

In the first year of NORFISH, the sea grantees will concentrate on systems development, planning the resources to be used in the study, and developing computer knowledge and techniques necessary to the project.

Other research to be undertaken in the next year will include augmentation of the long-standing efforts of Dr. Lauren Donaldson in the culture of salmonoids to include detailed genetic studies, using the 20-odd years of successful breeding experiments that he has conducted. The program will also foster the cultivation of local species of clams, oysters, and shrimp.

Operating in cooperation with the State Department of Fisheries and NOAA's National Marine Fisheries Service, this project is supporting a major demonstration of the economic feasibility of aquaculture in the Pacific Northwest.

Another Sea Grant project to be carried out in cooperation with the State Department of National Resources, Marine Colloids, Inc., and a Lummi Indian aquaculture project will work toward development of techniques for cultivating and harvesting species of seaweed useful in industry and as food additives.

Continuing research will be carried out on the socio-economic and legal considerations affecting management of the estuarine area.

Within the education and training activity of Washington's Sea Grant will come an increase in the number of community colleges participating, as Grays Harbor Community College institutes a technician training program in fish and game management. Peninsula College will emphasize pollution technician training, and Shoreline College will emphasize on-the-job training for marine technicians.

FISHING ADVISORIES—*University extension agents consult a tuna fisherman as to the value of advisory services provided fishermen and marine-related industries, a major feature of the Sea Grant program, now a part of Commerce's National Oceanic and Atmospheric Administration.*

The university will initiate three new courses in ocean law, marine affairs, and ocean engineering. New courses will be further developed in aquatic stock management and the technology of marine food processing.

The University of Washington's Sea Grant activities, a part of NOAA's National Sea Grant Program, have three major emphases —research and development, education and training, and advisory services.

Among major accomplishments of these activities to date is a marine acoustics project, which will be continued under the NOAA grant. Based upon the high degree of research skill at the university, it is an interdisciplinary project under the direction of Dr. Stanley Murphy, Director of the university's Sea Grant program. An echo integrator device has been developed to estimate fish populations in the region. It measures the summed echo strength of all targets, and has already been used successfully in surveys of immature salmon in lakes and hake in Pacific waters. The National Marine Fisheries Service and Washington State Department of Fisheries are also participating in the project.

Another major accomplishment was participation by Highline Community College student divers in Tektite II. Under the tutelage of experienced instructors the Sea Grant students furnished the entire diving cadre for the operation in the Virgin Islands.

Since its inception in 1968 until the first of this year, the Sea Grant Program has awarded more than $16 million in institutional sea grants to 11 universities of which one of the first was the University of Washington. An additional $10 million has been granted for more than 80 individual Sea Grant projects in other institutions along all seacoasts of the United States and on the Great Lakes.

—NOAA

Seatbelt Comfort Needs Improving, NBS Study Finds

Although more automobile passengers are using seat belts and shoulder harnesses these days, an important factor in the decreased deaths on the nation's highways, traffic experts believe, they could still be improved in comfort, according to a study by Commerce's National Bureau of Standards.

The study was made by the Bureau's Office of Vehicle Systems Research of 1968 and 1970 model cars. Research is supported by the Department of Transportation.

Study conclusions show that seat belt anchorage locations don't differ much from year to year. Few upper torso restraint shoulder harnesses now in use actually fit people comfortably or are easily accessible to the occupant. These findings reinforce the contention that occupant restraints should be designed with the car, not added to already-designed automobiles.

Johnathan Haines, of the OVSR staff, surveyed 1968 domestic automobiles to determine just how the

SEATBELT MEASURE—*Johnathan Haines of the National Bureau of Standards positions pointer on hip joint to obtain data on position of seatbelt anchorages.*

occupant restraint anchorage locations differed from car to car. He made measurements of anchorage locations on all major automobile body types, using the driver's outboard seatbelt anchorage as a reference. These data, when combined with information from the automobile manufacturers, provided information for most of the 358 different models produced. He then translated the dimensions for the anchorage locations so that the driver's mid-hip point became the origin for the measurements expressing them relative to the seat's occupant.

The data for each model of automobile were weighted in proportion to that model's share of total sales and a set of weighted averages was obtained that yielded a configuration most typical of domestic automobiles. This weighted average supplies the dimensions used in anchoring the seatbelt and upper torso harness on the Bureau's sled for dynamic tests of restraint systems, and is specified in domestic and international standards for testing the performance of restraint assemblies.

Repeating the survey on the 1970 domestic production automobiles, it was found that the weighted averages are not significantly different from the 1968 ones, confirming the earlier finding that anchorage locations were somewhat stylized and not significantly related to any dimensions of the automobile.

In particular, the 1970 survey results show little change in location of the upper torso belt anchorage. The upper torso restraint is no more accessible or comfortable in 1970 models than in the 1968 models, and thus no more of an inducement for motorists to use it.

—*National Bureau of Standards*

Marine Scientists To Probe Sponges Under NOAA Contract

In a three-year Commerce Department project, marine scientists of the New York Zoological Society's Osborn Laboratories of Marine Sciences will attempt to isolate certain substances found in sponges that may have therapeutic value as antibiotics, anti-fungal agents, and metabolic inhibitors.

They will work under a $209,000 Sea Grant project of Commerce's National Oceanic and Atmospheric Administration.

Under the leadership of the Laboratories' Director, Dr. Ross F. Nigrelli, and Dr. Martin F. Stempien, Jr., Assistant to the Director, the researchers then will seek to determine the chemical composition of these substances and to investigate their potential as therapeutic agents.

Although sponges have been known and used by man for thousands of years, it is only recently that the biochemical aspects of these animals have been investigated. The studies have been confined for the most part to freshwater forms easily maintained under laboratory conditions.

The Osborn Laboratories of Marine Sciences are equipped with piped-in sea water, and scientists there have conducted a systematic investigation of the extracts of an extensive collection of sponges from Jamaica and the British Virgin Islands. The presence of antibacterial substances in extracts from 23 of the 125 Jamaican species studied seems to indicate that they are of rather common occurrence.

Under the new grant, the Laboratories will attempt first to isolate from a variety of sponges sufficiently large quantities of the active substances which in pilot investigations have shown interesting possibilities as useful therapeutic agents.

They will then seek to character-

ize chemically the active substances and to compare the physiological and pharmacological activity of the purified fractions with those of the crude mixtures. Finally, they will investigate the potential of the newly derived compounds as therapeutic agents. Modern, sophisticated techniques of purification and analysis—such as column, thin-layer, and gas chromatography—will be used.

—*NOAA*

Information Technology Conference Set For Israel

The impact of information technology on developing countries is to be the theme of the Jerusalem Conference on Information Technology scheduled for August 16-20 in Israel.

Developing countries "are interested in the most advanced techniques but want to avoid the more expensive mistakes made by advanced technology nations," according to Dr. Gerald Estrin, UCLA professor, chairman of the conference program committee.

Discussion panels are planned to meet at sites throughout Israel where people are actively working on the problems under discussion. One panel is expected to be devoted to computer-aided agricultural planning at one of the kibbutz settlements.

The U.S.A.-Canada regional program committee includes: Theodore H. Bonn, Honeywell, Waltham, Mass.; Irving Cohen, Electronic Arrays, Los Angeles; Philip H. Dorn, Union Carbide Corp., New York; Bernard Galler, University of Michigan, Ann Arbor; Calvin C. Gotleib, University of Toronto; and Elliot Organick, University of Houston, Texas.

Additional information may be obtained through the regional vice chairmen or program committee members or by writing to The Jerusalem Conference on Information Technology, P.O.B. 7170, Jerusalem, Israel.

Hearing Considers Flammability Standard On Children's Sleepwear

Whether Secretary Stans' proposed flammability standard on children's sleepwear is "reasonable, technologically practicable, and appropriate" was aired in mid-January when manufacturers, retailers, textile researchers and the President's Special Assistant for Consumer Affairs, Mrs. Virginia H. Knauer, testified before a Commerce hearing. Richard O. Simpson, Acting Assistant Secretary for Science and Technology, presided.

The standard under consideration was proposed by Secretary Stans November 17 after nearly a year's research and investigation at Commerce's National Bureau of Standards. Under an amended Flammable Fabrics Act in 1967, Congress gave the Secretary broad powers in setting standards of flammability for fabric used in wearing apparel and interior furnishings.

"The importance of such a standard, particularly for children's sleepwear, has been repeatedly demonstrated on statistical, laboratory and personal levels," Mrs. Knauer told the hearing.

Significant hazard

"Accident data and laboratory research indicate that children's sleepwear garments, and fabrics for such garments present a significant burn hazard to children," she pointed out. "The danger is particularly great for children under school age. Adequate protection against this hazard is not afforded small children under the present standard for all wearing apparel."

She urged speedy adoption of the standard.

However, manufacturers' representatives at the hearing disagreed claiming the standard was neither reasonable nor technologically practicable.

Virginia H. Knauer
President's Consumer Expert

The standard proposes that five specimens of every item of sleepwear and fabric from which it is made, be selected from the most flammable portion of that item, including trim or seams. Each specimen is tested in a vertical direction by subjecting it first to three and then to 12 seconds exposure to a standard methane gas flame. Garments which comply with the proposed standard and, therefore, will be permitted to enter commerce, must meet certain char length and after-flaming time criteria. The standard further proposes that all items of sleepwear, or related fabrics, must continue to meet these criteria after being laundered 50 times by a standard laundering procedure.

Jerome M. Cott, testifying for the American Apparel Manufacturers Association, said the industry "is convinced that there is no need for a new flammability standard as severe as the one proposed for children's nightwear or for any other apparel fabrics or finished

product categories. We believe," he added, "that the current Federal Regulation, as first adopted in 1953 and as amended in 1967, has performed a significant service in protecting the public from dangerously combustible fabrics and finished products."

Cott said "we are not sure that there is a fabric in existence that will pass the proposed test and still provide a totally acceptable product for the public." He also claimed that the industry does not know that the standard is technologically practicable since the test procedure has not been validated by interlaboratory testing.

He referred to existing fabrics which meet the new standard requirements but which may be toxic to infants when sucked or chewed or capable of causing dermatological problems when chemicals in the cloth react improperly with a child's urine or perspiration.

Increase production time

Cott said also that the proposed standard is going to increase the time required for manufacturing.

John G. Heald, Merchandise Manager of the Infants' and Children's Division of The William Carter Company, a major manufacturer of knit sleepwear, said that after conducting "countless laboratory and consumer trials over the last two years," his firm has found no practical and safe way to meet the proposed standard.

His company, said Heald, has "vigorously explored" two approaches for improving flame retardancy in knit sleepwear: knitting fabrics from flame-resistant, man-made fibers or treat knit cotton with flame retardant chemicals. Fabrics knit from these fibers tend to yellow with washing, he said, and they are also "currently unsuitable for the lightweight fabrics used in spring and summer knit sleepwear. They inadequately absorb perspiration" and are expensive, he added. Heald called for a delay in the standard's effective date.

However, Andrea Hricko, a staff member of the Center for Study of Responsive Law, testified that "one of the main values in promulgating a standard at this time is that it will serve as an incentive to a laggard industry to gear up its research efforts. Otherwise years may go by with nothing demanded of industry and nothing, therefore, accomplished."

Acting Secretary Simpson said at the conclusion of the hearing "we are all aware that there will be technical problems in the treatment of sleepwear to achieve a level of fire retardancy, this is true of any new technical process. What we hope to receive are specific suggestions as to how the standard may be more constructively worded and designed to achieve the protection necessary for children," he added. "It is our earnest hope that in the near future, industry and government will be able to provide small children the protection they so vitally need."

Others testifying included: Ira Quint, Sears Roebuck and Co., Chicago; Robert D. McCabe, National Knitwear Manufacturers Association, New York; Arthur Magill, Her Majesty Industries, Inc., Mauldin, S.C.; George S. Buck, National Cotton Council, Memphis; George W. Dunn, American Textile Manufacturers Institute, Inc., New York; Dr. R. Bruce LeBlanc, LeBlanc Research Corp., East Greenwich, R.I.; Rupen L. Saddler, Saddler Textiles, Inc., New York; Alvin L. Kassel, Flammable Textile Products Group, American Importers Association, New York; Roger Wilson, H. H. Cutler Co., Grand Rapids, Mich.; and J. L. Coley, Russell Mills, Inc., Alexander City, Ala.

Interested parties have until the end of this week to send written comments on the proposed flammability standard to the Secretary of Commerce.

Steer Clear Of Exposed Beaches In Building Vacation Homes, Says Weather Service Chief

What does the public want most from the weatherman?

"The latest observation of the weather and a short-term local forecast," says Dr. George P. Cressman, director of Commerce's National Weather Service.

Speaking recently before the annual meeting of the American Meteorological Society in San Francisco, Dr. Cressman observed that a recent survey by the American Telephone & Telegraph Company revealed that there "is a psychological requirement for weather services. Apparently many people want the latest forecast simply because it reassures them. It shows that the U.S. Government is watching the weather and that bad weather will arrive and depart more or less on schedule."

How does the public use Weather Service forecasts? Listing them roughly by amount of demand, Dr. Cressman said people ask for the current weather, local forecasts for nearby travel, forecasts for outdoor sports and recreation, weather information for outdoor occupations such as police work and construction, weather that mothers can expect schoolchildren to encounter, weather needs—"real or imagined"—of children just home from school, forecasts for businessmen, especially retailers whose trade fluctuates with weather, the weather outlook for farmers and ranchers, forecasts of stagnant air that may result in air pollution, and severe-weather warnings, which, although infrequent, are the most important of all.

"The primary public requirement," Dr. Cressman said, is for

"frequent and accurate forecasts containing the bare essentials six to 24 hours in advance, with emphasis on the first 12 hours." He added that longer-range forecasts are extremely important to industry and agriculture. "While the number of demands is small, very large economic stakes are sometimes involved." And an interesting use of five-day forecasts is for "predicting spring floods from snow melt, both in the northern plains and in the western mountains."

The Weather Service director said that forecasts for people driving to distant cities are a major unfilled need.

Frightening potential

"This information is in our system," he said, "but the problem is how to get it to the person who needs it. Individual telephone contacts with a forecaster are out of the question in nearly any city sizable enough to have a nearby Weather Service office. . . One idea being tried in several cities is a special driving forecast . . . covering main routes 300 to 400 miles from a city" available "on automatic telephone systems or broadcast on Weather Service VHF radio."

As to the vital requirement for warnings of tornadoes, hurricanes and floods, Dr. Cressman said population growth is producing a "potential for loss of property and life from these severe hazards that is frightening," likely to be forgotten because these hazards are rare at any one place.

"For example, on March 18, 1925, a single tornado ran a course 219 miles on the ground, going through parts of Missouri, Illinois and Indiana. It laid waste everything in its path, killing 742 people and injuring 2,771 more. Think what a similar storm could do now, perhaps coming during the early morning hours through an area with a much-higher population density. The public could only be

Dr. George P. Cressman
National Weather Service Director

reached and awakened with warnings at such an hour by the use of sirens." He said this is now feasible in "only a few areas" and that a search is under way for better methods.

'Mushrooming construction'

"A different kind of problem comes from hurricanes" because of "mushrooming construction of dwellings" in low-lying coastal areas, he said. He pointed out that Dr. Robert H. Simpson, director of the Weather Service's National Hurricane Center in Miami, has warned recently that "some of this construction is taking place without the provision of adequate escape routes." Dr. Cressman said in some instances "12 hours at the most" might be "available for evacuation of great numbers of people . . . over inadequate low-lying roads or flimsy bridges" which could "become unusable at an early hour."

He also cautioned against building vacation housing on exposed beaches which can be wiped out by a heavy storm and high surf. Local authorities permit homes to be built on flood plains where the "occurrence of a costly and damaging flood is only a matter of time," he said. Although the Weather Service is intensifying efforts for improvement of warnings and is placing ever-greater emphasis on storm preparedness, "public exposure to loss of life and property is increasing" rather than decreasing.

He called for a reversal of this trend which insurance companies may eventually provide but judging from present building activity, this has not yet happened, he said.

—NOAA

Patent Office Splits 'Official Gazette'

The *Official Gazette* of the U.S. Patent Office, which is published each Tuesday, will, beginning next week, be separated into two parts to be known as the *Patent Official Gazette* and the *Trademark Official Gazette*.

Annual subscription rate for the *Patent Official Gazette* will be $89. There is a $22.25 additional charge for foreign mailing. Single issues are $2.

Annual subscription rate for the *Trademark Official Gazette* will be $17, with $4.25 additional for foreign mailing and 40 cents per single copy.

Also, the *Official Gazette* will no longer contain "Decisions in Patent and Trademark Cases". These are published by non-Federal organizations such as the Bureau of National Affairs, Inc., 1231 25th St., N.W., Washington, D.C. 20037, and West Publishing Co., 5 Kellogg Blvd., St. Paul, Minn. 55102.

The "Decisions Leaflet" of the *Official Gazette* will no longer be supplied as a separate subscription item. According to present plans, both the *Patent Official Gazette* and the *Trademark Official Gazette* will have identical "Patent Office Notices" sections containing notices of the various types heretofore published in the Gazette decision leaflet and Trademark Section.

—Patent Office

Patents Of Interest

Recent patents issued by the U.S. Patent Office included:

—Air conditioned helmet. An air-conditioned helmet, designed to warm or cool the wearer's head. A battery-operated fan is mounted in the helmet dome and directs air downward over a hot or cold pane. Patent No. 3,548,415 issued to William A. Waters, 3548 E. 49th St., Tulsa, Okla.

—Walking on water shoes. A device designed to be attached under a pair of shoes to facilitate walking on water. On the underside, flotable blades have a double row of air pockets which are calculated to support the wearer's weight and to give a grip on the water when he wants to move forward. Patent No. 3,541,623 issued to Mitchell W. Duda, Belchertown, Mass.

—Tent-like garment. A protective garment having a top portion supported by the wearer's head and a skirt portion suspended from the top portion for enveloping a part or all of the body. A bottom wall is provided with an opening through which garment may be put on or taken off. Patent No. 3,546,708 issued to Donald Chapman, Chalfont St. Giles, England, and assigned to Uniroyal Limited of Edinburgh, Scotland.

—Mower safety shield. A safety shield or bottom guard plate for lawn mowers. The plate will keep the operator from losing toes if the mower runs over his feet or fingers or if the machine clogs and is turned over to make adjustments. Patent No. 3,541,771 issued to Ernest G. Schulze of Wayne, New York.

—Renewing wiper blades. A method for renewing used windshield wiper blades by applying a cleaning material to the wiping edge of a used wiper blade. The edge is then moved over the surface of an abrasive material to remove substantially all oxidized rubber particles. A rubber preservative is then applied to the wiping edges. Patent No. 3,546,825 issued to Thomas L. Dale, 5193 Mapleridge Drive, Columbus, Ohio.

—Wrist purse. A purse to be worn on the wrist having a flat circular coin or money compartment surrounded by a zipper closure. The purse includes wrist band or strap which is buckled on the wrist so that when the zipper is closed, coins or money cannot become mislaid or lost. Patent No. 3,547,324 issued to Audrey E. Parks, 2249 Flour Buff Drive, Corpus Christi, Texas.

—Vehicle cushioning barrier. A cushioning barrier that has shielding mounted closely in front of an operator or a passenger of an automobile to furnish protection to the occupant when momentum forces him against the barrier during an accident. The barrier consists of head and chest shields that can be folded and be moved laterally and vertically so they cannot obscure or obstruct the occupant while they are retracted. Patent No. 3,545,789 issued to Philip Graham, 2825 Glenmore Ave., Pittsburgh, Pa.

—Batting device. A device for baseball player's batting practice having a rotatable verticle shaft on which multiple adjustable horizontal arms are mounted counterbalanced in relation to each other. A cord with a baseball secured to the free end is secured to each arm. Patent No. 3,547,437 issued to Gerald P. Andersen, 4926 Evergreen, Houston, Texas.

In addition to patents the Patent Office also registers trademarks for goods and services used within interstate commerce. Among the recently published trademarks were: "Flick" for cigarette lighters, "Minnesota Fats" for pool and billiard tables, "Noodle Head" for toy automobiles, and "Rip Snorter" for toy motorcycles.

Abstracts and drawings of patents are published as they are issued in the *Official Gazette of the United States Patent Office* each Tuesday. About 1,800 patents are issued each week. Copies of the *Official Gazette* may be obtained from the Superintendent of Documents, Government Printing Office.

Science Calendar

March 22-23—Gaithersburg, Md.—National Bureau of Standards. Second National Conference on Roofing Technology. Cosponsor: National Roofing Contractors Assn.

April 20-23—Orlando, Fla.—Fifth Florida Industries Exposition Inventors Congress. Produced in cooperation with Commerce's Office of Inventions and Innovations, National Bureau of Standards, and the Patent Office.

April 27 — Philadelphia — National Bureau of Standards Seminar at Franklin Institute Research Laboratories, 20th and Benjamin Franklin Parkway. Cosponsored by Commerce and the Institute.

May 10-14—Gaithersburg, Md.—National Bureau of Standards conference on: Flow—Its Measurement and Control in Science and Industry. Cosponsors: American Institute of Physics, American Society of Mechanical Engineers, Instrument Society of America.

June 16-18—Gaithersburg, Md.—National Bureau of Standards, Summer Symposium in Analytical Chemistry. Cosponsor: American Chemical Society.

June 21-24—Washington, D.C.—Fifth Symposium on Temperature, Its Measurement and Control in Science and Industry, Sheraton Park Hotel. Sponsors: American Institute of Physics, the Instrument Society of America, and the National Bureau of Standards.

JANUARY 25, 1971

International Commerce

- Quarterly market data from 49 major countries
- U.S. firms aim to comfort tourists in Mexico, Austria
- Changes in U.S. foreign investment, credit curbs
- Economic situations reviewed in dozen nations
- Hundreds of trade and investment leads worldwide

Will 'Stagflation' Affect U.S. Exports To Germany?

Page 49

Newsmemo

Word is getting around about the effectiveness of U.S. Trade Centers as sites for single-company sales promotions. U.S. firms are taking over their facilities between the regularly scheduled shows at an increasing rate. Last year there were 175 of these between-show events, at which the participating firms reported $81 million in sales. This was 250 percent above the 1969 figure, and it was the best performance increase in the entire Commerce program.

The story of expanding European markets in pollution control equipment was told to U.S. firms in this field at briefings in six cities from Boston to Los Angeles. Commerce Department international trade specialists, in telling this story, gave the firms a solid tip on how to crack this market--by entering the U.S. exhibition at the Proaqua Provita international show at Basel, Switzerland in June. Response from firms has put the space for this show near the soldout point.

While the rate of progress in economic integration in Latin America is being watched carefully by U.S. businessmen, another kind of link-up is moving closer to reality there. The Pan American Highway system, which aims to connect the Americas with good roads, has noted two important green lights recently. The World Bank last month approved $38 million in loans that will help Argentina and Uruguay build a bridge that will be the first land link between these two nations. Also, the U.S. recently gave a boost to the Darien Gap project to cut through the Panama jungles.

Programs on the U.S. national and state levels--by Commerce Department and various state promotion agencies--to stimulate German investment in the U.S. have apparently had a sharp impact. Official German statistics indicate that the book value of German investment in the U.S. rose from $231 million in 1967 to $295 million in 1968, and then climbed sharply to $404 million in 1969. Recent estimates are that by the end of 1970 such investment may have passed the $500 million mark.

When the U.S. put its Trade Center in Paris in 1969 it took a bold step away from the traditional heart of the city, to a district beyond the Arch of Triumph. Now the Paris Chamber of Commerce is planning an ultra-modern $72 million international Convention Center in the same district. In the plans are a convention hall, a 1000-room hotel, restaurant services, and transport terminals.

International Trade Winds

ANIMAL FEEDS—John W. Eshelman & Sons Co., Lancaster, Pa., through an agreement with the All Sincere Industrial Co., Ltd., Taiwan, is constructing an animal feeds mill at Kaohsiung for the production of 9,000 to 12,000 tons of feeds per month. Eshelman, which manufactures under the Red Rose brand, will be responsible for all technical work and formulation and nutritional programs of the Taiwan firm. Feeds for poultry, beef and dairy cattle, swine, dogs, horses and specialty feeds for birds and fish are produced by Red Rose.

PIPES & TUBING — Carpenter Technology Corp., Reading, Pa., acquired a one-third interest in Manguera Flex, S.A., Mexico City, a manufacturer of expansion joints, tubing and hose. With new production facilities, the Mexican concern will make welded stainless steel pipes and tubing.

CONSTRUCTION—Fluor Corp., Los Angeles, through Fluor (England) Ltd., signed a $50 million contract with Omega Industrial Investment Corp. of Athens to design and construct a petroleum refinery at Megara, Greece. The refinery, the first step in a major industrial complex being erected at Megara, will have an initial capacity of over 120,000 barrels daily.

WATER SYSTEM STUDY—Jamaica's Water Commission has authorized the Harza Engineering Co. of Chicago to conduct engineering studies on increasing the capabilities of its system in serving municipal and industrial water needs in the Kingston area. Harza will be assisted in the project, called the Blue Mountain Project, by a Jamaican firm.

PAPER PRODUCTS — Kimberly-Clark de Centro America S.A., affiliate of the Neenah, Wis. firm and Armando Araujo S.A., will expand its Central American operations with a $3.2 million creped wadding mill, located 25 miles northwest of San Salvador.

PLASTICS—B. F. Goodrich Chemical Co., Cleveland, is constructing a plant to make certain vinyl compounds in San Jose, Costa Rica. The new subsidiary, B. F. Goodrich Quimica de Costa Rica, S.A., will produce flexible and rigid Geon vinyl compounds for marketing in the Central American Common Market. The compounds will be used in the manufacture of PVC products.

U.S. Share Up In Half Of Major Markets

Continuing high rates of economic growth and strengthening reserve positons have led in recent months to substantial rises in the imports of two-thirds of the 49 principal U.S. trade partners shown in the table on pages 40-41. The increase in purchases of U.S. goods, during the latest 12 months for which data are available, has been equally widespread and even stronger. As a result, our share of the markets in half these countries expanded, while holding steady in another nine.

The large majority of developed countries maintained the rapid pace of import expansion characteristic of the late sixties, with increases typically ranging between one-sixth and one-fourth. Japan reported the fastest growth, as the sustained uptrend of its economy continued to create a booming market for fuels, crude materials, and machinery. The tight money policy, applied to contain further growth in investment, failed to curtail Japan's burgeoning import demand. Purchases from abroad were up by more than a fourth during the 12 months ending with October of last year.

The Common Market countries, with the exception of France, also reported sizable increases in imports. Goods from foreign countries arriving into the Netherlands, Germany, and Italy were about one-fifth higher in value, and those into Belgium-Luxembourg, one-sixth. In most of these areas, the strong import demand reflected continuing high rates of economic activity which pushed industrial production to capacity levels. In Italy, however, the expansion largely stemmed from an upward adjustment in inventories, reinforced by booming consumer expenditures which followed widespread wage increases and more liberal welfare payments.

On the other hand, the United Kingdom and France held import increases below one-tenth in value, as both followed economic policies aimed at controlling growth in aggregate demand. Arrivals into Canada showed virtually no increase. Consumer and investment expenditures remained sluggish and the freeing of the Canadian dollar from a fixed exchange rate after May 31, 1970, failed to bolster demand for imports.

Widespread gains in reserves resulting from good export sales and growing foreign investment helped stimulate a rapid expansion in imports into most developing countries. In the Far East, the inflow of goods into Singapore and Taiwan climbed by one-fourth and into Hong Kong by one-fifth. The Republic of Korea, on the other hand, reported a strong deceleration in overseas purchases as it embarked on a program designed to reduce the deficit in its current account by limiting import growth. The only countries in the area to show lower commodity purchases from foreign sources were India, Viet-Nam, and the Philippines.

A report on the value of total imports into all of the major free-world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in* Commerce Today. *The preceding report appeared in the Oct. 19 issue.

The article and accompanying table are prepared by specialists in the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Among Latin American countries, Argentina, Mexico, and Peru led the rise in imports.

A large majority of the countries purchased more U.S. goods in the latest 12-month period for which data are available. As a result, the U.S. share rose in 24 of the 49 markets covered in this report, continuing the improvement reported in this series three months ago.

U.S. gains in chief markets

The position of U.S. goods in our 10 leading markets was especially strong, notably in Japan, our second largest outlet after Canada. Buoyed by increased purchases of aircraft — including three new jumbo jets, coal, steel scrap, lumber, and soybeans, Japanese imports of U.S. goods rose by nearly two-fifths. The U.S. share rose from 26.8 to 29.6 percent in the 12 months ending last October.

The United States also gained a larger portion of Common Market imports. Our share expanded markedly in Belgium-Luxembourg, Germany, and France and moderately in the Netherlands. Organic chemicals, steel, coal, and mechanical handling equipment accounted for a substantial portion of the 30 percent rise in Belgian imports from the United States. Germany and France both increased purchases from this country by slightly more than a fourth, with civilian aircraft, especially the giant jets, steel in various forms, and computers and parts largely responsible for the advance. Sustained by a sharp rise in arrivals of soybeans, corn, copper, and computers and parts, Dutch imports from this country rose by more than one-fifth.

Despite an 11 percent increase in arrivals of U.S. goods in the 12 months ending last September, the U.S. share declined in Italy. It also weakened in two other major industrial markets. In Canada, where imports from this country remained virtually unchanged in value, our positon edged downward

fractionally. It declined more sharply in the United Kingdom, despite a nominal rise in imports of U.S. goods.

Elsewhere in Europe, the U.S. share performance was generally good. Largely on the strength of gains in arrivals of soybeans, coal, steel products, and steel scrap, Spanish imports from this country advanced by 30 percent, more than twice the rate of arrivals from all sources. There were also sharp share gains in Portugal, where imports of our goods climbed by nearly 70 percent, and in Austria, where they rose by more than one-half. Aircraft and parts, steel, and wheat accounted for a substantial portion of the expansion in the former country; tobacco, construction machinery, and parts for office machinery in the latter.

Swiss expenditures for U.S. goods rose by almost a third, but the gains in our share were moderate. Higher inflows of organic chemicals, steel, and power generating machinery contributed to the expansion in imports from the United States. Aircraft and copper were mainly responsible for a 28 percent gain in Yugoslav purchases from this country which was nearly equaled by imports from other sources.

Greece reported a 26 percent decline in imports from the United States in the 12 months ending May 1970. Deliveries of civilian aircraft, which had been sizable in the previous year, dropped to negligible levels. As a consequence, the U.S. share of the Greek market declined sharply.

With a rise of 74 percent, Singapore reported the largest gain in imports of U.S. goods among the developing countries. Marked gains in arrivals of transistors, other semiconductors, and construction and mining machinery sharply boosted the U.S. share of that market. High levels of foreign investment, particularly by oil companies, and the rapid growth of entrepot trade continued to fuel the strong expansion of Singapore's economy. Share gains in Pakistan were also large, as imports from the United States jumped by two-fifths while those from other sources increased much more slowly. Larger arrivals of U.S. wheat under PL-480 programs and of civilian aircraft and parts helped account for the import expansion.

Hong Kong's imports from the United States rose by nearly one-fifth, matching the overall advance. The increase consisted mostly of parts for electronic computers, mainly for assembly. Although both Korea and Taiwan increased their imports of U.S. goods, our share improved only in the former.

In Latin America, Argentina, Peru, and Mexico increased their imports from the United States by over one-fifth, a higher rate of gain in each country than for total arrivals. Aircraft and construction and mining machinery accounted for much of the rise into Argentina, and vegetable oils, wheat, steel, and power generating machinery showed major increases into Peru. Arrivals of U.S. goods in Mexico, our largest market among developing countries, were characterized by larger inflows of feedstuffs, ores, transistors and other semiconductors (probably mainly for assembly), and aircraft.

Nigerian imports from U.S.

World Market

The 49 markets shown below accounted for 91% of 1969 imports into

Values in millions of dollars — Published

Country	1969 Imports			1970 Imports January through latest month				Import change in latest available 12-month period*		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1969	1970
Germany, Fed. Rep.	24,926	2,618	10.5	Oct.	24,572	2,675	10.9	+20	+27	12,178	11,301
United Kingdom	19,956	2,703	13.5	Oct.	17,944	2,342	13.0	+ 7	+ 2	2,434	2,666
France	17,373	1,466	8.4	Oct.	15,599	1,569	10.1	+ 8	+26	4,006	4,743
Japan	15,025	4,094	27.2	Oct.	15,627	4,625	29.6	+26	+38	3,299	3,996
Canada	14,221	10,314	72.5	Nov.	12,976	9,266	71.4	+ 1	− 1	2,956	4,553
Italy	12,450	1,411	11.3	Sept.	11,011	1,151	10.5	+20	+11	5,243	4,519
Netherlands	10,992	1,067	9.7	Oct.	10,874	1,063	9.8	+21	+22	2,365	2,989
Belgium-Lux.	9,989	766	7.7	Aug.	7,279	615	8.4	+16	+30	2,176	2,790
Sweden	5,899	505	8.6	Sept.	5,127	457	8.9	+18	+16	546	671
Switzerland	5,286	448	8.5	Oct.	5,334	453	8.5	+24	+30	3,218	4,080
Australia	4,545	1,138	25.0	Sept.	3,792	970	25.6	+13	+18	1,384	1,684
Spain	4,234	728	17.2	Nov.	4,352	823	18.9	+13	+30	1,106	1,591
Denmark	3,799	293	7.7	Oct.	3,548	272	7.7	+15	+18	315	392
South Africa, Rep.	3,291	571	17.3	July	2,183	363	16.6	+21	+20	1,406	1,189
Norway	2,943	230	7.8	Oct.	2,977	219	7.3	+29	+12	601	710
Austria	2,825	84	3.0	Oct.	2,899	102	3.5	+23	+54	1,445	1,672
Hong Kong	2,457	330	13.4	Nov.	2,623	351	13.4	+19	+19	[1]	[1]
Brazil	2,265	682	30.1	May	925	275	29.7	+ 5	+ 9	505	1,073
Yugoslavia	2,135	92	4.3	Sept.	2,051	101	4.9	+26	+28	173	217
India	2,129	622	29.2	June	1,035	311	30.0	− 8	+ 8	890	1,081
Mexico	2,078	1,298	62.5	Sept.	1,814	1,154	63.6	+16	+21	634	653
Singapore	2,040	161	7.9	Sept.	1,795	195	10.9	+26	+74	226	[2] 264
Finland	2,023	103	5.1	Oct.	2,064	96	4.7	+27	+20	272	424
Korea, Rep.	1,824	530	29.1	Sept.	1,340	391	29.2	+ 5	+18	532	618
Venezuela	1,751	878	50.1	....	....	....	....	+ 3	+ 2	878	937

Note: The countries shown above include the 49 major importers of U.S. merchandise in 1969 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for Australia, Canada, the Republic of South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange, the gold tranche position, and, beginning January 1970, Special Drawing Rights (SDRs) in the International Monetary Fund.

Report Bureau of Int'l Commerce

all free-world foreign markets and 93% of imports from the U.S.

quarterly

Country	1969 Imports			1970 Imports January through latest month				Import change in latest available 12-month period*		Reserves at end of third quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1969	1970
Greece	1,594	152	9.5	May	767	49	6.3	+ 9	−26	313	314
Argentina	1,576	346	21.9	June	799	200	25.0	+21	+24	681	706
Ireland	1,413	126	8.9	Sept.	1,138	84	7.4	+11	+ 6	628	754
Iran	1,384	196	14.2	Mar.	375	54	14.4	− 2	−18	314	217
Israel	1,318	311	23.6	Sept.	1,074	241	22.4	+17	+14	476	456
Philippines	1,254	358	28.5	Aug.	827	241	29.2	− 3	− 8	129	199
Thailand	1,242	189	15.2	June	648	95	14.7	+ 6	− 6	999	943
Portugal	1,231	61	4.9	Sept.	1,033	75	7.3	+33	+68	1,390	1,450
Taiwan	1,213	292	24.1	Aug.	915	223	24.3	+26	+17	432	575
Pakistan	1,011	246	24.3	Oct.	957	322	33.6	+12	+40	324	231
New Zealand	1,003	121	12.1	Sept.	911	125	13.7	+18	+34	132	154
Chile	902	349	38.7	....	....	....	....	+22	+22	272	[3]449
Turkey	754	128	17.0	July	543	100	18.4	+ 6	+17	186	279
Nigeria	696	82	11.8	June	461	64	13.9	+31	+32	136	190
Colombia	686	312	45.5	....	....	....	....	+ 7	− 3	189	252
Libya	676	126	18.7	....	....	....	....	+ 5	+16	899	1,554
Viet-Nam, Rep.	668	258	38.7	May	257	104	40.4	− 5	+29	245	246
U.A.R. (Egypt)	638	45	7.1	May	325	23	7.0	+19	+38	173	119
Peru	601	186	30.9	Sept.	479	156	32.6	+16	+23	136	[2]316
Trinidad & Tobago	483	71	14.7	Aug.	341	43	12.6	+16	+ 5	52	41
Jamaica	442	185	41.9	April	160	66	41.4	+16	+28	140	186
Panama	294	107	36.4	....	....	....	....	+10	+ 3	146	[2]183
Ecuador	262	85	32.4	....	....	....	....	+ 7	− 1	57	94
Costa Rica	245	86	34.9	Feb.	45	15	32.5	+18	+10	23	19

* Compared with preceding 12-month period.
[1] Not available. [2] End of June. [3] End of July.
Sources: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics.*

sources advanced by almost one-third, virtually the same rate posted for total expenditures. Pumps, construction machinery, and other oil-field equipment contributed heavily to the rise.

A handful of developing countries reported declining imports from the United States. The cutback in Iran, where spending on non-essential items was drastically curtailed, approached one-fifth. Reductions were more moderate in Thailand and in the Philippines, where they extended only to wheat. The U.S. standing deteriorated in each of these three markets.

At the end of the September 1970 quarter the principal U.S. trading partners held $64.7 billion in official reserves, almost $7.5 billion above the level at the same time a year ago. The allocation of Special Drawing Rights by the International Monetary Fund in January of last year accounted for nearly half the gain in holdings. There was also a marked shift of privately held funds to national money markets in the face of softening Eurodollar interest rates.

About four-fifths of the countries shown in the accompanying table increased their reserves in the twelve months ending last September.

Canada reported the major rise in holdings with a gain of more than 50 percent. A strong trade surplus and stepped-up inflows of capital were responsible for the accumulation.

Switzerland also continued to add to its reserves, largely on the strength of increasing income from banking services and tourist expenditures. France, too, boosted its holdings substantially, at the same time retiring a number of loans. Among other European countries, the Netherlands, Belgium-Luxembourg, and Spain each reported sizable increases.

Japan's reserves were $700 million higher than at the end of September 1969, despite only a modest gain in the second quarter of 1970 and a mild decline in the third quarter. The Japanese trade surplus remained strong, even though imports tended to grow faster than exports.

German reserves were still well below their pre-revaluation level of a year ago. After dropping in the fourth quarter of 1969 as a result of the outflow of speculative capital following revaluation of the mark, holdings have since mounted, thanks to relatively high interest rates and a continuing trade surplus. Reflecting labor unrest and related problems, capital outflows and a trade deficit drained Italy's reserves by more than $700 million. In recent months, however, higher domestic interest rates have tempered the flight of capital, the lira has strengthened, and exports appear to be recovering.

Among the developing countries, Libya and Brazil recorded exceptionally large expansions in their reserves. Libyan holdings continued to benefit from oil revenues, while Brazil gained funds from strong export prices and inflows of investment funds. Sizable gains were also noted for India, Peru, and Chile.

Iran and Pakistan sustained large drops in reserves with net reductions in total holdings of nearly a third in each of these countries.

GATHERING IN GUADALAJARA—*Mission to Mexico, visiting second largest city, plans market strategy. From left: William H. Flood, Mario Bogran, Donald R. Emmons, Paul S. Flores, Jacques Cook (U.S. Vice Consul), Gordon F. Oates.*

Tourist Industry Missions See Sales In Two Countries

Two trade missions that went abroad in different directions last month to sell tourist equipment and services found opportunities for U.S. business at both destinations. The two specialized missions were sent out by the Commerce Department—one to Mexico, the other to Austria.

Tourism is increasing in both areas visited—a green-light signal for U.S. suppliers. Characteristics of the two markets differ, however, and each market has its own favorable and limiting factors, the missions report. For example:

Mexicans seem eager to acquire the most modern equipment and services; Austrians are a little hesitant to buy equipment that might alter their local color and customs though acknowledging that improved facilities and new techniques are needed. Mexico is a low-cost labor area; Austria has a labor shortage. Mexico limits some imports of tourist-related equipment; Austria does not.

Mission in Mexico

The five-member mission to Mexico spent about two weeks in Acapulco, Guadalajara, and Mexico City—talking with businessmen and visiting hotels, restaurants, motels, laundries, and other establishments catering to the tourist trade. The participants report only modest immediate sales but project business over the next 12 months at more than $1 million.

Mission Director Paul S. Flores, the Commerce Department's Mexican desk officer, points out that many of the goods and services needed by the tourist industry in Mexico are available from local sources and, in keeping with the Government's policy of protecting domestic producers, are not importable. But if a product is not importable, he explains, "the U.S. manufacturer still has the option of having his product manufactured in Mexico under a licensing or joint venture agreement."

Mission member Donald R. Emmons, Advance Aqua-Technic Associates, Orlando, Fla., sells heat pump air-conditioning equipment. He found that he could not export his equipment to Mexico because of import restrictions. As a result, he comments, "I decided to try to interest a Mexican firm in producing our equipment under license or through a joint venture. I received several offers and expect to conclude a contract shortly."

Gordon F. Oates, Vulcan Hart Corp., Louisville, wanted to evaluate the market for hotel and restaurant food-service equipment and to investigate potential licensee or joint-participation manufacturers, he explains, because his firm's past sales in Mexico "have been minimal due to import restrictions." He found that the tourism and restaurant service industries "are progressing at a healthy pace and that a need exists for manufacture of modern food-service equipment in Mexico. As a result of discussions," he adds, "my firm expects to enter into an arrangement for manufacture of some of our products in Mexico in the near future."

According to Mario Bogran, Pellerin Milnor Corp., New Orleans, the tourist industry in Mexico has had a profound influence on the development of commercial laundry facilities there, and those now in use are principally for the higher priced tourist trade. The abundance of low-cost labor has hampered growth of laundries, as most households still employ maids to do the family washing.

As for exporting his commercial washers, he reports that "permits to import such items are restricted to those sizes not made in Mexico and then only in exceptional cases."

William H. Flood, export consultant representing Belshaw Bros., Inc., Seattle, Colmar Industries, Colville, Wash., and Resort Counseling Associates, Medina, Wash., reports that many Mexican businessmen expressed a strong interest in packaging machinery and in fast-food merchandising and franchising. "They are alert and receptive to new ideas and changes and are willing to back their judgments with investments in new facilities and equipment."

Flood feels that the market for resort counseling should expand steadily over the next few years: "Mexico has started a program to develop new tourist areas on both coasts and, although the basic planning is being carried out by Mexican specialists, individual studies for private projects such as hotels and golf courses must be prepared by private firms."

Mission in Austria

The trade mission to Austria, comprised of suppliers of airconditioning and cold-storage equipment, laundry and ice-cube machinery, and architectural and food-handling consulting services, spent two weeks in Vienna, Innsbruck, and Salzburg. The mission—as a group, or individually—met with firms, bank directors, government tourism promotion directors, and chamber of commerce officials.

The American suppliers observed that the growth in Austrian tourism is having a decided impact on the attitudes of both businessmen and Government officials, says Mission Director Richard Eisenmann of the Department's Trade Missions Division. This impact—reflected in the interest in expanding and improving facilities and techniques—is dynamic in the Tyrol and other provinces, he says, where more than half of the tourism income is produced.

Local businessmen and officials acknowledge the need for creating new ways of meeting the problem of slow seasons (total, 4½ months) sandwiched between boom seasons. But, observes Eisenmann, there is a determination to conserve the character and individualism of the country's Alpine countryside and picturesque cities.

One of the members was emphatic in his belief that the next two years will see a substantial increase in the building of tourism facilities in Austria, as indicated by the industry's 15 percent annual growth rate. Such expansion should improve prospects for U.S. sales. In addition, many Austrian businessmen recognize the need for more efficient facilities and management systems. Whether they are ready to pay for consulting services is still a question.

A large percentage of the incoming tourists drive rather than fly into Austria—contributing to the need for improvements in food service, Eisenmann points out. In resort areas, the many colorful inns—which often serve breakfast only—pour their clientele into an already large in-season demand pool which is growing rapidly. The strain on facilities is aggravated by "on-again-off-again" need for restaurant labor—and this is a labor-shortage country. Some types of American food-service franchises might meet these needs.

The mission agreed that Austria's attractions can sustain tourism growth and that the rate could be increased by applying jet-age solutions to increasing tourist traffic in the dull seasons. It suggested that an imaginative combination of conserving local color and customs with progressive techniques can solve many of the problems as well as increase U.S. sales.

On the mission to Austria were Jack Russell, American Laundry Machinery Co., Cincinnati; John M. Neuman, Chrysler Air-Temp, Dayton; Ferney B. Peterson, Peterson International Co., Jacksonville; Illar Sirk, Leo A. Daly Co., Washington, D.C.; Martin Groenedijk, Professional Food Management, Inc., Charleston Heights, S.C.

Recruiting Begins For 6 Specialized '71 Trade Missions

The first six specialized trade missions of the 1971 series are being organized by the Commerce Department to go abroad this spring, and members are now being recruited.

The product focus, area of operation, dates, itinerary, and deadline for membership applications for each mission are as follows:

- **Tourism-related equipment—Venezuela, Dominican Republic:** March 14-27, Caracas, Santo Domingo, other cities; application deadline, Feb. 15.
- **Service industries—Belgium, Netherlands:** March 20-April 2, Brussels, Amsterdam; deadline, Feb. 15.
- **Agricultural development—Uganda, Kenya, Ethiopia:** March 16-April 3, Kampala, Nairobi, Addis Ababa, Asmara; deadline, Feb. 28.
- **Air conditioning and refrigeration equipment—Brazil, Argentina:** April 19-30, Rio de Janeiro, Sao Paulo, Buenos Aires; deadline, March 1.
- **Tourism-related equipment—Greece:** April 18-May 1, Athens, other cities; deadline, March 15.
- **Recreational vehicles—Canada:** May 9-21, Calgary, Edmonton; deadline, March 15.

Each mission will be limited to ten members. The participants will be doing business for their own companies and will pay their own transportation and living expenses. Operational costs will be paid by the Department, which will also provide advance officers to plan the schedules abroad and a director to accompany each team.

Interested firms are invited to write to the Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, or telephone: Sam Cerrato, 202-967-3904.

Some Changes Made In Foreign Investment, Credit Curbs For 1971

Some changes are being made in two of the three U.S. programs that restrain capital outflows from this country.

A Treasury Department spokesman explained that while there was some improvement in 1970 in the U.S. trade balance and the total of current transactions "this welcome trend has not reached the point that permits substantial relaxation of the restraints."

The Commerce Department, which administers the Foreign Direct Investment Program, has made a total of four revisions in that program. The Federal Reserve System has permitted the nation's banks and financial institutions some new leeway in its Voluntary Foreign Credit Restraint Program. The Treasury Department will ask the new Congress to extend authority for the Interest Equalization Tax on foreign securities beyond its current March 31 deadline.

The four changes in the Foreign Direct Investment Program, announced by Commerce Secretary Stans, are as follows:

1) The amount of unrestricted funds that may be expended overseas by U.S. investors is raised from $1 million to $2 million. In 1968, this figure had been $200,000. Additionally, continuing a change made for 1970, $4 million more may be invested in the less-developed countries.

2) The alternative earnings investment quota begun in 1969 is increased from 30 to 40 percent of the earnings of foreign affiliates in the prior year in each of three world areas: A, or less-developed nations; B, some industrialized or partly-industrialized nations; C, mainly Western Europe and South Africa. Parallel adjustments permit transfer of portions of historical quotas from A "upstream" to B and C, or from B to C.

3) The maximum amount of liquid foreign balances that may be held at the end of each month by direct investors not having a larger quota based on such holdings during the 1965/66 period is being raised from $25,000 to $100,000.

4) The amount of cumulative direct investment that must be exceeded before quarterly reporting is required in any year is being increased from $1,000,000 to $2,000,000.

Curbs mandatory since '68

Restrictions on U.S. financing of foreign direct investment by American individuals and companies were instituted in January 1968, as part of an effort to improve the U.S. balance of payments. This adjustment for 1971 supplements other such steps by this Administration in 1969 and 1970 to ease the burden of administering and complying with the restrictions.

The increase in the minimum investment allowable should be of substantial help to smaller direct investors and new entrants to foreign business in carrying out their foreign investment plans.

The increase in the earnings allowable to 40 percent will assist companies with rapidly growing foreign earnings.

The increase in the "de minimis" liquid foreign balance allowable to $100,000 is intended to give more flexibility in financial planning and management to direct investors than was possible under the former limit of $25,000.

Paralleling the increase in the minimum investment allowable to $2,000,000, the increase in the quarterly reporting exemption will further reduce from about 700 to 550 the number of companies filing quarterly with the Office of Foreign Direct Investments in the Commerce Department.

The Federal Reserve System held to its present overall ceilings under the Voluntary Foreign Credit Restraint Program. But it excluded from its guidelines the bonds and notes of such international institutions as the World Bank and the Asian Development Bank, and made a change affecting short-term export credit to continental Western Europe that will give banks greater flexibility in this field.

At the same time, the Federal Reserve Board issued a study that indicated that no significant amount of U.S. exports were lost during 1970 because of the credit restraints, although some shift to overseas finance sources occurred.

The Interest Equalization Tax, due to expire on March 31 if not extended, applies to acquisitions by U.S. residents of foreign stocks or debt obligations from foreigners. Under present law, this tax can range up to 1½ percent annually. The current effective rate is ¾ percent annually, set by Executive Order on Apr. 3, 1969.

Meeting On Doing Business In U.S., Israel Opens Feb. 8

A three-day conference on "Legal Aspects of Doing Business in the United States and Israel," organized by the bar associations of the two countries and co-sponsored by the U.S. Small Business Administration and the Government of Israel Investment and Export Authority, is scheduled to be held Feb. 8-10 in Tel Aviv.

The conference is to present an intensive analysis of some of the most pressing developments in the law relating to doing business in the United States and Israel, in discussions led by authorities in the field. Concentration will be on providing information on how to export to and sell in the United States and Israel.

Persons interested in attending the conference should notify Dr. Denis A. Cooper, Small Business Administration, 1441 L Street, NW., Washington, D.C. 20416 (phone 202-382-1106).

Trade Fairs, Centers

Spring Shows In Europe Featuring Nuclear, Packaging, EDP Themes

The European market for nuclear products is expanding, creating new opportunities for American suppliers of this equipment. To aid U.S. firms in the British market, a display of nuclear instrumentation and equipment for industrial, scientific and medical use will be mounted at the U.S. Trade Center in London, May 17-21.

The May show in London will be aimed at the three major end-use areas of nuclear gear—industrial instruments, medical physics, and computer-linked products. British buyers are spending $15 million a year in these areas and their orders are increasing at an annual rate of about 20 percent.

Categories of equipment sought by British buyers are radiation measuring and controlling instruments; radiation protective devices, auxiliary equipment and material; special equipment for reactor construction and operation; nuclear medical equipment; equipment for commercial application of radioisotopes; and irradiation technology and analytical devices.

Write the Department of Commerce, BIC-942, Washington, D.C. 20230 (202-967-4461) or contact any Commerce Field Office.

Packaging machinery

U.S. makers of packaging machinery, materials and containers will turn their attention to Scandinavian markets next spring as they pursue growing sales opportunities for their equipment in Western Europe. The basis for the spring sales campaign will be an exhibition of U.S. packaging products at the U.S. Trade Centers for Scandinavia in Stockholm, June 7-12.

Sweden, where U.S. firms have 22 percent of the market, is increasing its demands for packaging machinery, materials and containers at the rate of 15 percent a year. The packaging market in Norway, worth $8 million a year, is increasing at a 15-17 percent annual pace. Finland, a $6-million packaging machinery market, is growing at the rate of about 15 percent a year. Denmark, which experienced a lag in all machinery investments in 1968 and 1969, is spending $7-$8 million a year for packaging machinery and equipment, excluding materials.

Pressures for increasing packaging investments in Scandinavia come from several sources including labor shortage that favor higher machine-labor ratios and rapid growth of supermarkets and other self-service outlets.

The June exhibition in Stockholm is part of Commerce's new Global Marketing Program focusing on long-term foreign growth potential for U.S. industries with best export prospects. For further information, write the Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-4256) or contact any Commerce Field Office.

EDP equipment

A national campaign to promote sales of U.S. electronic data processing equipment on a global scale will get a major boost next spring when U.S. manufacturers and the Commerce Department stage an exhibition of EDP equipment for industry at the U.S. Trade Center in Paris, June 7-11.

Market research conducted for the Department's Bureau of International Commerce, which is supervising the program and will stage the exhibition, estimates the value of EDP installations in France in 1969 at $1.8 billion, with the industrial share set at $720 million.

The French EDP market in 1969 amounted to $387 million, with 22 percent of this demand met by imports. More than one-third of the imports, $29.9 million, came from the U.S.

The study projects an annual

MARKETING IN MEXICO—*At the U.S. business efficiency equipment promotion in Mexico City, Latin American visitors check statistics on computer disk packs displayed by the Nashua Corp., Nashua, N.H. A total of 32 U.S. firms participated.*

". . . AND 'WAY UP HERE"—*Reaching up to make his point, R. Kampmann of MTS System explains his firm's materials testing equipment to German visitors.*

BELL & HOWELL'S BOOTH—*Pressure transducers were discussed by the French representative of Bell & Howell at the U.S.-Paris Trade Center last December.*

sales growth of 20 percent through 1974, when the market is expected to approach $900 million with imports of $264 million. Based upon projections of French EDP imports over the period 1970-74, U.S. exporters should supply EDP equipment valued at $266 million.

Write the Department of Commerce, BIC-924, Washington, D.C. (202-967-2434), or contact any Commerce Field Office.

Soviets Solicit Exhibitors, Publish Trade Fair Schedule

The Soviet Chamber of Commerce is soliciting U.S. participants for trade exhibits in the U.S.S.R. through distribution of a brochure describing shows for 1971-73.

Some of the scheduled events include equipment for: illuminated signs and ads; locomotive and railway cars; amusement parks and theaters; agricultural work in vegetable cultivation; scientific research in the strength of materials and structures, and medicine.

For the brochure and information on the exhibitions write: U.S.S.R. Chamber of Commerce, Sokolmiki Park, Moscow.

Business Systems Exhibition In Mexico City Attracts 5,112 Buyers And Importers

Ofi-Sistemas '70, an all-U.S. promotion in Mexico City, is projecting returns of more than $15 million in orders to the 32 American firms displaying computers and peripherals, information retrieval systems and computer display equipment.

Million dollar sales figures are anticipated by six of the exhibitors and 23 more firms are estimating sales totaling $100,000 or more.

Four exhibitors in the Nov. 9-13 business systems show were interested in contacting potential Latin American representatives; each of the four was negotiating with one or more candidates by the end of the show. Registered attendance for the event reached 5,112.

U.S. Trade Center In Germany Hosts Dynamic Testing Event

A two-day seminar accompanied an exhibition of dynamic testing equipment at the U.S. Trade Center in Frankfurt, Dec. 7-11. Representing 31 manufacturers, the 25 exhibitors drew 560 registered visitors and are predicting more than $1.3 million in 12-month orders.

Four exhibitors were new to the German market and were seeking firms to market their U.S. goods overseas; one agency agreement was completed by the show's end and four others were being discussed.

Transducer Show In Paris Draws 1,120 Businessmen

An audience of 1,120 businessmen from six nations viewed the transducers which were on display at the U.S. Trade Center in Paris, Dec. 1-5. At the close of the exhibition, first year sales of $2.4 million were being projected by the 19 American firms participating in the booths of 17 exhibitors.

Two companies sought representatives during the show and a total of 14 candidates were being interviewed when the event closed.

Fifteen U.S. Companies Enter Italian Market By Technical Display

Fifteen of 34 exhibitors in an electro-optical and laser equipment exhibition at the U.S. Trade Center in Milan were making their first appearance in the Italian market. Four of those firms were entering exporting through the Nov. 20-26 show.

Fifteen of the firms already established in Italy's market were introducing new equipment to buyers. Total orders by participants for the first post-show year are predicted at more than $2.3 million.

Nine companies were interested in contacting potential overseas agents and distributors; two were appointed at the show and 14 other

candidates were being interviewed at its end. An audience of 8,383 from 28 nations registered.

Candlelight Keeps U.S. Medical Show In U.K. Out Of The Dark

When the lights went out in London during the December power strike, an exhibition of medical equipment at the U.S. Trade Center continued—by candlelight!

The 28 American participants, exhibiting products of 37 firms, were making first year sales projections at the end of the Dec. 7-11 show of more than $4.8 million. Agents and distributors were sought by nine companies; nine were signed at the show and 19 additional candidates for positions were being interviewed at its end.

A total of 683 attended the event, which included several concerns introducing new equipment into the British market.

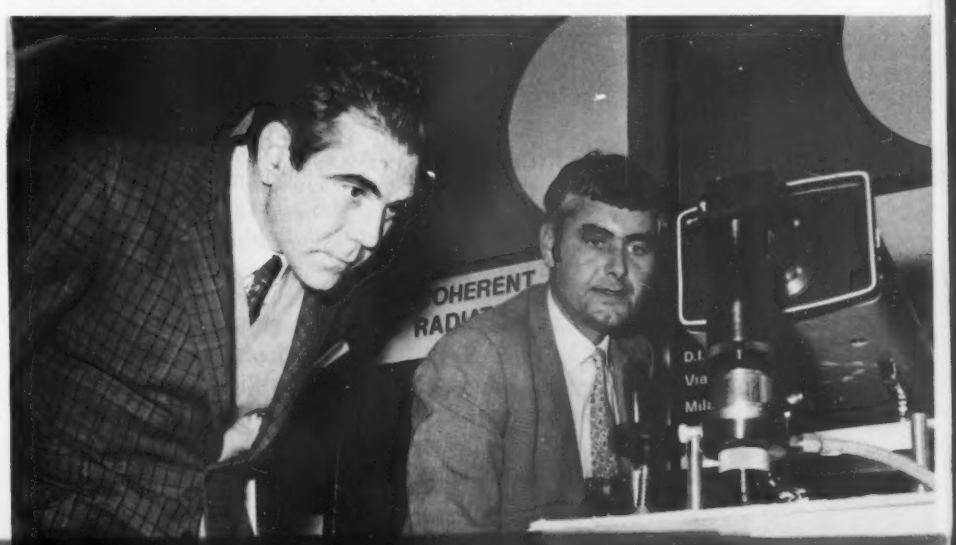
98.4! 98.5! 98.6!—*American Ambassador to the United Kingdom Walter H. Annenberg watches the continuous temperature readout of C. R. Kemp representing IVAC Corp. The company's thermometer was shown at a U.S. medical show in London.*

French Packaging Exhibition Features American Display By 35 Manufacturers

Negotiations with 115 candidates for overseas representatives were in progress at the end of the U.S. promotion in Paris at the 19th International Packaging Exhibition—Emballage '70. The 31 participants in the Nov. 9-15 event registered 12-month sales projections of almost $7.7 million and completed 23 agreements for agents and distributors.

Products of four Illinois firms were displayed in the State of Illinois booth. State officials at the show reported receiving product inquiries for goods "ranging from graphics machines to unsalted butter." First year orders for the companies in the booth are estimated reaching $2 million.

PACKING PADS FROM ILLINOIS—*The State of Illinois booth at Emballage '70 featured products from four state firms. Republic Packaging President C. R. Wood, right, demonstrates styrofoam corner pads to European visitors.*



TAKE A CLOSER LOOK—*Peering at a laser system, right, during an electro-optical and laser equipment show at the Trade Center in Milan is a visitor to the Coherent Radiation booth.*

SOUTH AMERICA AND ITALIAN BUYERS—*General Motors introduced its new Vega to San Salvador buyers during a U.S. exhibition. John J. Eddy, Commercial Attache in El Salvador, is third from right. On the left, at BIAS '70, is a CRT Terminal.*

Italian Computer Fair Features 28 Firms In U.S. Exhibition

Computer terminals and peripheral equipment were displayed by 28 American firms in BIAS '70, an international trade fair staged at the Milan Fairgrounds. The Nov. 20-26 show closed with total first year sales of $8.5 million and a total attendance of 13,700.

Eight firms were seeking representatives through the show and one for South Africa and three for Italy were appointed. Nine agreements were being discussed at the show's end, and negotiations for a joint venture and another for a distributorship in Italy were underway.

U.S. Mounts Agricultural, Consumer Products Display In El Salvador Exhibition

The U.S. and 23 other countries mounted national exhibits at the Fourth International Fair of El Salvador, Nov. 7-23. Displaying mainly agricultural equipment, the 32 participants also showed a mix of consumer goods including cars, power hand tools, televisions, boats and trailers.

Products of 37 firms were on view by the exhibitors which anticipate sales of more than $5.5 million over the next 12-month period. The fair was open to the public and over 250,000 attended; 890 businessmen registered for the U.S. commercial display.

Six companies sought Latin American representation and two agency/distributorship posts were filled during the show. Negotiations with seven additional candidates were continuing at its conclusion.

Fluid Power Display Marks 50th Exhibition Celebration At U.S. Showcase In Japan

The 50th major exhibition at the U.S. Trade Center in Tokyo featured fluid power systems, accessories and controls and drew 1,993 visitors to the booths of 26 American manufacturers.

Exhibitors are projecting more than $4.2 million in total first year sales based on contacts made at the Nov. 9-14 show. Three participants were seeking agents and distributors and negotiations with 13 candidates for these positions were underway at the promotion's end.

HYDRAULIC COMPONENTS—*Fluid power equipment and components by American firms were on view at the U.S. Trade Center in Tokyo recently.*

German Economy In 1971 Will Have Slower Pace

The boom which has been straining the seams of the German economy is now showing definite signs of leveling, the peak having been reached during the summer. After weeks of uncertain movement, the leading indicators point to a gradual slackening of the upward pressure on Germany's production resources. Industry order-books are still full, but new orders are beginning to come in at a lower rate than in previous months. While the labor market remains tight—there are still five times more job openings than there are persons seeking work—a perceptible easing is occurring, and several of the major German industrial companies are instituting shorter working hours.

Roderick N. Grant, Commercial Attache at the U.S. Embassy in Bonn, goes on to state that German industry, however, is still operating at practically full capacity, and some sectors of demand remain buoyant. Consumer demand, for example, shows no signs of abatement. An additional cushion for the German economy is the backlog of unrealized government programs, which have been held back during the recent overheated period, but which will begin to be implemented next year, and could be accelerated should present trends threaten to move into a recession.

Inflation is key concern

Of key concern to German businessmen, indeed to all Germans, is the continuing upward movement of prices, raising the specter of uncontrolled inflation. The Germans, who had been used to relative price stability during most of the postwar period, have seen the consumer price index climb 2.8 percent in 1969 and about 4 percent in 1970. German Government economists are now forecasting a dampening of this accelerating trend, and foresee a 3 percent rise in consumer prices in 1971. Price increases of this magnitude affect the psychology of the German public, and according to one official have already had some effect on saving and spending patterns. Instead of putting money into savings banks, as was traditional, more people are investing in bonds where higher interest is obtainable. On the expenditure side, people are taking on long-range obligations, especially housing, with the expectation that wages will continue to rise.

Labor costs are rising

A major factor behind these price movements have been wage settlements running in the 10-15 percent range, forcing unit labor costs up approximately 10-11 percent during the past twelve months. With costs rising and production growing at a decelerating pace, there is talk among German economists of the possibility of "stagflation" in the future—inflating costs and prices and stagnant output. A cooling economy, however, may take some of the steam out of future wage demands.

A key factor for the future will be how the current situation affects the investment decisions of German industry. Germans see a situation characterized by rising costs, high interest rates, and dwindling profit margins that make self-financing for new investments difficult. According to recent soundings a number of industrialists are cutting back on or stretching out their investment plans. New capital investment, which rose by approximately 27 percent in 1970, is projected to drop to an 8 percent increase during 1971 by some economists.

Another factor which will significantly affect the course of the German economy during 1971 is the policy pursued by the German Government. Until recently, the Central Bank, concentrating on breaking inflation, had pursued a tight-money policy. However, on Nov. 17 and Dec. 3 the Bank reduced the rediscount rate from 7 to 6½ percent, then from 6½ to 6 percent, under the pressure of rate reductions elsewhere. A spokesman for the Bank stated these moves were permitted by the changing in the domestic economic situation. The federal budget for 1971 includes a 12½ percent increase in expenditures over 1970 outlays, and should have an expansionary effect on the economy.

On balance, the German economy should continue to function at a high level into the summer of 1971. The German Council of Economic Experts has forecast that the gross national product, in current prices, will rise 9.5 percent during 1971, and in real terms 4 percent. The problem of rising costs will remain, and the ability of government and industry to contain them within manageable limits may be the determinant factor in the German economy during the coming months.

Trade at record high

Both as a cause and an effect of the high rate of general business activity, German foreign trade continues at record levels. German exports reached a total of $27.9 billion (f.o.b.) for the period January-October 1970, an increase of 9 percent, while imports grew to $24.6 billion (c.i.f.), a 10 percent rise. As a result, Germany enjoyed a trade surplus of $3.3 billion for the period, up slightly from 1969.

Recent data indicate that there is some slowing of the rate of increase of both imports and exports. The flow of new orders, both do-

LAND-SEA LINK AT BREMEN—*Above, sea freight is loaded directly onto container trains and trucks bound for markets in the inland areas of Germany. Equipment like the container crane pictured on page 37 helps speed transshipment of cargo.*

mestic and foreign, also appears to be slackening, although it is too early to label this a trend.

Looking at the trade figures, it is difficult to discern a clear result of the revaluation of the Deutsche Mark in October 1969. Its chief effect may have been to hold demand pressure during the past year from reaching even higher levels. It may be anticipated that if there is a further cooling of domestic demand, German traders will redouble their efforts on the export market.

German imports from the United States are at record levels, although the rate of increase, following the general trend, has shown some signs of slowing down during the past few months. For the ten-month period January-October, a total of $2,676 million was reached, an increase of 26 percent over the corresponding period in 1969. Taking advantage of the heated condition of the German economy, U.S. exports have been scoring gains in almost every major commodity category.

Reversing a downward trend which has seen the U.S. share of the German import market deteriorate gradually since 1963, the United States accounted for 10.9 percent of German imports for the January-September period as compared to 10.5 percent during the comparable 1969 period. However, an analysis of monthly data, which shows a relatively sharp rise in the spring followed by a slight decline in succeeding months, indicates this upward movement in the U.S. share may not be a lasting one.

U.S. is key capital source

Germany remains highly attractive to U.S. investors. According to U.S. Department of Commerce figures, the book value of U.S. investments had reached $4.25 billion by the end of 1969. This is approximately 42 percent of the Common Market total. According to current estimates the flow of U.S. investment to Germany will continue and account for about half of all such investment in the Common Market during 1971.

While the bulk of U.S. investment in Germany goes into manufacturing, it is increasingly spreading into fields such as computer softwares, management consulting, publishing and printing, and the steel and grain trades. Recent investments are reported in cryogenics, hotels, banking, semi-conductors, plastics and advertising.

Capital investment in the reverse direction, from Germany to the United States, is also growing rapidly, as German manufacturers come to realize that this can be an effective means of exploiting the rich U.S. market. German Government figures show that German investment in the United States approached a half billion dollars by the end of 1970.

Despite a somewhat lower rate of economic activity, the German market should offer excellent opportunities for U.S. exports during 1971. With unit labor costs continuing to rise, the need for modernization and automation in German industry remains. However, orders may be more difficult to obtain from industrialists who are concerned about a possible further slowdown in business activity and who find financing becoming more difficult.

There is ample evidence, aside from the existing high levels of U.S. sales to Germany, that a large market for U.S. goods remains to be tapped. A survey conducted among a thousand German agents, importers and buyers indicates there is good market potential in Germany for U.S. products across almost the entire industrial spectrum. Prominent on the list are items of high technological content such as electronic data processing equipment, electronic components, scientific instruments and test equipment, and sophisticated machine tools. Also mentioned, however, are a wide variety of other products such as building maintenance equipment, commercial catering equipment, musical instruments, fabrics, industrial paints, and hand tools, to mention a very few.

This survey indicates that the German market is still highly receptive to American products, not only in the glamor fields where U.S. research and development gives the United States a lead in the state-of-the-art, but in the more traditional sectors where new and improved products are constantly being developed by U.S. companies.

Hong Kong's Two-Year Trade Boom Expected To Taper Off During 1971

Hong Kong's exceptional foreign trade boom of the past two years continued during the first half of 1970, but then gave way to a notably less expansionary trend by the end of the third quarter. In a report to the Department of Commerce, the U.S. Consulate General in Hong Kong predicts that more normal, but still satisfactory, overall trade growth levels are likely to prevail in the foreseeable future.

The key to the economy, domestic exports, rose a marked 22 percent through September 1970 to reach U.S. $1.49 billion. The Colony's largest export earner, garments, experienced sluggish demand, but this was substantially offset by healthy gains in wigs, plastic items (toys, dolls and flowers), transistor radios and textile yarn and fabrics. Shipments to the United States, Hong Kong's leading market, totaled $659 million—a 23 percent rise. In other major markets, exports to the United Kingdom dropped a surprising 2.5 percent, West German purchases jumped 35 percent and Japan bounded up to become the Colony's fourth largest buyer.

Imports advanced

On the import side, January-September arrivals posted a vigorous 22 percent rise in climbing to $2.09 billion. Excluding re-exports, retained imports at $1.75 billion registered an even more impressive 25 percent advance due to exceptional demand for semi-manufactures, capital goods and chemical products. Growth leaders included synthetic fabrics, plastic materials and chemicals, paper and paperboard, iron and steel construction items, telecommunications apparatus, textile machinery, and motor vehicles.

Japan edged ahead to claim 24 percent of the retained import market on the strength of a 30 percent sales increase. Mainland China once again was unable to keep pace and saw its share fall to 18 percent.

The United States held 15 percent of the market with sales of $260 million—up 23 percent. The American increase was principally attributable to higher imports of electronic components, machinery other than electric, textile yarn and fabrics, fruit and vegetables and miscellaneous manufactured articles.

Of lesser importance, re-exports totaled $338 million for a 9.4 percent lift. Minimal expansion of Mainland China-origin entrepot trade accounted for a performance well below last year's 25 percent growth level. On the other hand, re-exports of U.S.-origin goods ($49 million) rose 31 percent by the end of August, largely on the strength of medicinal and pharmaceutical products and diamonds.

Some clouds are on the horizon. If Britain joins the European Economic Community, Hong Kong must adjust to some dislocation in the 1970's from a phaseout of Commonwealth Preference. But of even greater and more immediate concern is an upcoming decision as to whether the Colony will be included in possible UNCTAD generalized preference arrangements. Local observers maintain that complete exclusion would place Hong Kong at a serious tariff disadvantage with its South Korean and Taiwanese competitors in developed country markets, presenting a formidable obstacle to the Colony's future export growth and new investment.

Vigorous expansion in the use of air freight and sea containerization services was evident throughout 1970. By the end of August, air cargo value had risen 27 percent to $579 million, accounting for 16 percent of Hong Kong's total foreign trade. With handling facilities being utilized at close to capacity, the need for a new, expanded freight terminal became increasingly evident. However, the airlines rejected a Hong Kong Government proposal to form a consortium to construct an integrated freight facility. Consequently, the Government is now studying a new approach eventually involving the leasing of cargo facilities.

Shipping lines also markedly expanded specialized services to meet a growing tendency for Hong Kong's customers in the United States and Europe to insist on receiving their ocean-shipped goods in containers. At present, three unitized container lines (two American) call on the Colony, two more are expected a year from now, and many conventional cargo vessels sailing from Hong Kong carry containers on deck. In just a year, containerized cargo shipped to the U.S. west coast has grown from 3 percent to 28 percent of all freight carried.

Hong Kong keeps in step

Hong Kong has accepted the inevitability of the container revolution and has moved to preserve its competitive port position vis-a-vis Japan and Singapore.

Hong Kong had another record-breaking tourist year. EXPO '70 in Osaka substantially swelled last summer's visitor flow, bringing civilian arrivals to 789,863 at the end of October—an imposing 25 percent rise over last year. American visitors (220,105) again set the pace with a 24 percent increase, while the second place Japanese (135,967) were up 19 percent.

The unabated tourist boom has attracted wide interest from local and foreign financial groups. Last reports had 24 new hotels or extensions of existing structures either under way or planned.

More significant than hotel expansion has been industry's pacesetting role in an unparalleled upsurge of capital investment. One

indicator, January-August retained imports of capital goods and equipment ($206 million), increased a striking 60 percent from the same period in 1969. Moreover, capital goods imports in the first seven months constituted a record 12 percent of total imports, compared to 9.9 percent last year.

The United States held 34 percent of the capital goods market to retain its lead position held since 1967.

Notably buoyant conditions in the construction industry also underscored the volume and range of new capital outlays. Such major projects as the cross harbor tunnel and strong demand for new commercial, domestic and industrial premises has led to a marked shortage of construction workers, rising wages and material costs, and some project delays. Through August, the value of completed building and site work and the number of approved building plans had jumped 77 and 39 percent, respectively.

As Hong Kong returns to more normal export growth rates, a general slowdown can be expected in the expansion of imports of industrial raw materials and semi-manufactures. Similarly, some dampening of orders for industrial capital goods and equipment is anticipated, though numerous manufacturers will still continue to modernize and upgrade product lines in order to remain competitive in world markets. In contrast, tourist-related imports as well as materials and equipment used by the construction industry should retain considerable strength.

January-September recorded a below par 17 percent increase in imports of American electric goods, largely electronic components and parts—the U.S.'s leading export to Hong Kong. Because these items are processed mainly for return to the United States, any strong resurgence of trade depends on the American economy. U.S. diamond shipments also softened notably, with imports down 6 percent.

Some items show big gains

More heartening was a 72 percent rise in U.S. sales of non-electric machinery, valued at $30.7 million. Prospects point to further healthy gains. Textile yarn, fabrics and made-ups (principally synthetic yarns and fabrics), rocketed up 91 percent with sales reaching $18.7 million. It is doubtful that this overall level of growth can be sustained, but fabrics used by tourist-oriented tailoring establishments should do well.

The continuing strong expansion in sales of medicinal and pharmaceutical products ($15 million, up 43 percent) is expected to remain unchanged, in part because a large portion of imports are re-exported. On the other hand, growth will probably be more moderate for other U.S. products mainly tied to industry demand. These include miscellaneous chemical products; paper, paperboard and manufactures; and chemical elements and compounds.

More than 30 American companies have located in the Colony since June. The newcomers mainly fall in the category of sales offices (many with regional responsibilities) and other service operations. Despite a major housing shortage and markedly higher rents, more companies are expected to open new offices in the coming months.

In addition, four U.S.-owned manufacturing plants were established during the last half-year—two in electronics, one in plastics and one to produce solders, fluxes and industrial chemicals. However, these investments are significantly smaller than similar operations opened five years ago. Relatively high wage and space costs compared to most other Far East countries continue to inhibit foreign investment in industries requiring a sizeable number of workers.

A number of American concerns already in the Colony also plan to expand. Most notably, the U.S.-controlled Peninsula Electric Power Co. intends to construct a second 800,000 kw. power plant at an estimated cost of $82.5 million. The easing labor shortage and accompanying prospects for lower labor turnover rates, less rapid wage increases and a leveling off of rent increases for industrial premises may offer some further inducement for additional expansion in certain industries.

CONTAINER REVOLUTION HITS HONG KONG—*In the last year, containerized shipments to the U.S. west coast from Hong Kong jumped from 3 to 28 percent of total.*

South African Expansion To Continue Despite Curbs On Consumer Spending

South Africa's real growth rate is expected to decline from an estimated 5½ percent in 1970 to about 5 percent in 1971, according to a report sent to the Department of Commerce by the U.S. Embassy in Pretoria.

The Embassy notes that gross domestic expenditure continues to exceed gross national product, with consequent pressure on South Africa's balance of payments. Spurred on by wage increases and other inflationary pressures, private consumption expenditure has continued to increase at a high rate, particularly on durables, which rose by an estimated 17 percent during the first three quarters of 1970.

In an effort to check consumer demand, the Government introduced more stringent hire-purchase (installment buying) regulations in October and announced that this was just the first in a series of moves to curb demand. One month later, the requirements were eased somewhat following reports that some manufacturing plants were especially hard hit. How far these measures will in fact dampen consumption is at this stage unclear.

For some time, South African observers have expressed concern over the rate of private fixed investment lagging behind the rate of overall growth in the economy. In the first half of 1970, overall fixed investment seems to have increased rapidly. Investment in the private manufacturing sector has increased significantly; during the first three quarters of 1970, the level of fixed investment in this sector was up 14 percent.

For 1971, gross domestic investment is expected to accelerate, with marked increases in investment by public authorities and public corporations. The upward trend in private manufacturing is expected to continue, although as far as the private sector generally is concerned, a slightly lower rate of growth, perhaps 10 percent, compared to an estimated 12 percent in 1970, is expected.

As in 1970, 1971 should see accumulation of stocks, particularly in the form of industrial stocks and merchandise. Unfilled orders remain high.

Building activity remains buoyant. The Stellenbosch Economic Research Bureau estimates a growth rate of approximately 13 percent for both 1970 and 1971 for this sector. The potential demand for the building industry's services is considerably in excess of its resources.

Prices trend upward

The rate of increase in the consumer price index showed a noticeable acceleration in 1970, rising from 3.4 percent for the year ending in April 1970 to 5.3 percent for the year ending in October 1970. Major increases occurred in services, food and housing. The Reserve Bank has estimated a rate of inflation of 4.6 percent for 1970. During 1971, price levels are expected to increase by between 5½ percent and 6 percent. Currently there is local speculation about additional monetary and fiscal countermeasures which may be introduced in early 1971.

Even with a lower rate of growth in manufacturing, the country's available skilled labor resources are being strained. Business and industrial leaders continue to voice their concern about the shortage of skilled and semi-skilled labor as a complicating factor in operations and planning. Registered unemployment has fallen to less than one-half of one percent, which in effect means overfull employment of the labor force as now constituted. Wage costs have increased substantially; wage increases added over $300 million to the wage bill in the first 10 months of 1970. Commerce and industry associations have continued to urge the Government to give more latitude for the use of non-white labor.

The physical volume of manufacturing rose at a lower rate in 1970 than in 1969. However, some acceleration was noticeable during the latter half of the year and due to increased investment and basic optimism regarding demand, a significant rise is expected in 1971, with above-average increases in the beverage, clothing, printing, rubber products, chemicals, and non-metallic sectors.

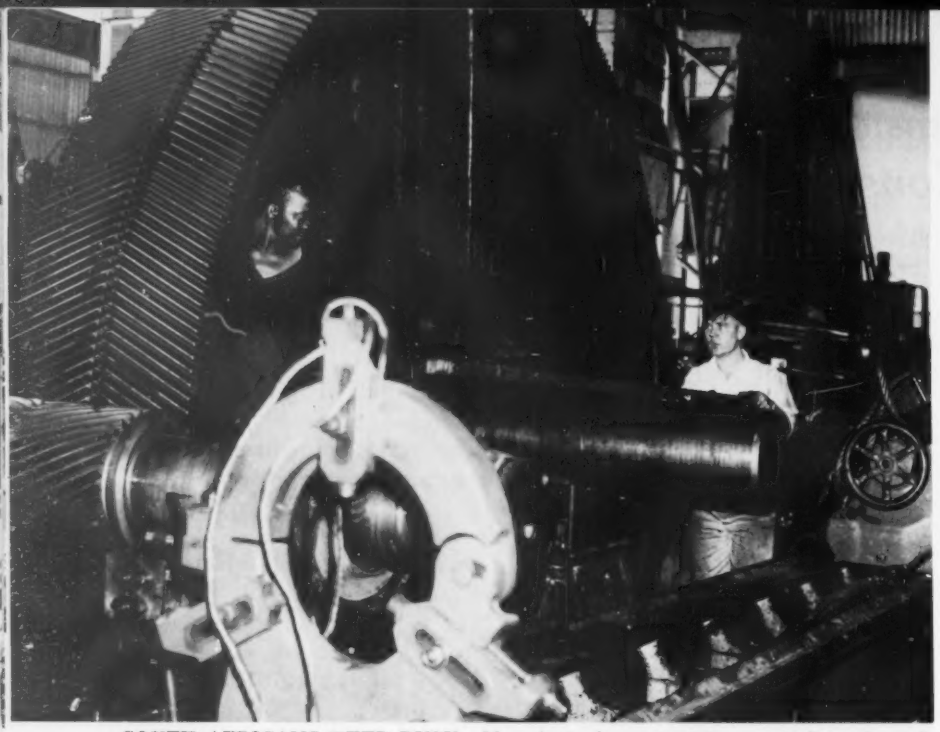
The value of mining production showed an increase of approximately 8 percent in 1970, the same rate of growth as 1969, but output is expected to level off somewhat in 1971.

Total gold production in 1970 probably amounted to about 32 million ounces, compared to 31.2 million ounces in 1969. Gold production in 1971 is expected to be at about the same level as in 1970.

Rising import rate

At the end of 1970, South African demand for imports continued to grow rapidly, while total exports tended to stagnate. For the first ten months of 1970, imports were 18.5 percent, but exports only 2.3 percent higher than for the same period in 1969. This trend is expected to continue into 1971. The gap in service payments over receipts continues to grow. According to preliminary statistics, South Africa's trade deficit for the first ten months of 1970 stood at $1.1 billion.

For 1970, exports amounted to just under $2.2 billion, slightly higher than the 1969 level. Imports, on the other hand, rose by $500 million to approximately $3.5 billion. The Government has announced that import licensing procedures and policy will remain unchanged for 1971. However, in making this announcement, the Minister of Economic Affairs com-



SOUTH AFRICANS KEEP BUSY—*Manufacturing output is expected to rise substantially this year. Above, a gear is assembled in an engineering equipment factory.*

plained that import facilities were being wastefully utilized on high profit, non-essential goods and warned that if this were not corrected, appropriate steps would be taken. Barring the imposition of severe restrictions on imports, the upward trend is expected to continue in 1971, when exports should amount to about $2.25 billion and imports rise to between $3.8 and $3.9 billion. However, recently announced ocean freight increases of 6 percent to 10 percent may depress these figures slightly.

Market is growing

South Africa remains a growing market. As before, the trend is for continued expansion of total imports with special emphasis on machinery and electrical equipment, all kinds of labor saving devices, transport equipment and many types of consumer goods.

Demand has exceeded production in a number of sectors and some manufacturers have imported identical goods to help satisfy demand. Nevertheless, new investment or expansion of old operations continues. South Africa has traditionally welcomed foreign investment. However, as indicated by government spokesmen earlier this year, the prospect is for more effort to channel investment in accordance with central government and local planning.

The U.S. share of South Africa's $3.5 billion import market has fallen from 17.6 percent in 1968 to 17.3 percent in 1969 to about 16.9 percent for the first nine months of 1970, due largely to increased competition from other suppliers. U.S. trade continues to benefit from big increments in the sale of civil aircraft and in major capital equipment as well as semi-finished goods, particularly for long-established U.S. firms and licensees. The United States continues to be only moderately active in the finished consumer goods market.

Trade opportunities are expanding for industrial raw materials and finished goods such as construction equipment including road building machinery and vehicles, materials handling machines, electrical, measuring and control equipment and mining machinery.

Strong consumer demand, relaxation of import restrictions on many consumer goods, and the announced continuation of this policy for 1971 suggest a growing market for a large variety of durable and non-durable consumer goods. These include air-conditioning, hi-fi, sporting goods, and other leisure equipment. According to one source, sales of air-conditioning equipment in South Africa should have a potential of about $35 million annually within the next five years.

More than $550 million was spent on 200,000 new passenger vehicles by South Africans in 1970, presenting concomitant opportunities for suppliers of auto accessories, components and servicing equipment. Sales in 1971 could be even higher.

With higher incomes and more leisure time, sales of light aircraft are also increasing. This is a field which had been dominated by the American industry, but foreign competition has been making a concerted effort to break into this market.

Tourism, already one of South Africa's major industries, can be expected to grow at or near world growth figures. A large number of new hotels are being built or are in the planning stage and many hotels are upgrading their facilities. One hotel chain alone will spend an estimated $50 million over the next two years. Demand for hotel and catering equipment is rising proportionately.

Competition for the South African import market in all categories of capital and consumer goods continues to grow. This is especially true of major capital projects. Even for traditional U.S. goods, competition is becoming increasingly intense. A large number of trade missions continue to visit South Africa. In 1971, foreign exhibitors in South Africa's many specialized trade fairs and trade missions will provide the South African an opportunity to compare his present suppliers' products with the finest their competitors provide.

Curbs Applied By Denmark In 1970 Will Soon Reduce Level Of Activity

The strong expansionary forces in the Danish economy which produced a real growth rate in excess of 7 percent in 1969 retained enough strength to carry the boom through the better part of 1970, despite such restraint factors as sharp tax increases, tight and expensive credit and widespread labor shortages. The outlook, however, is for some slackening in the pace of economic activity. A turndown in construction activity will be at least partially compensated for by continued favorable export developments and expansion of the public sector. The investment climate remains expansive but consumer demand will probably soften this year.

That, in brief, is the economic situation in Denmark as reported to the Department of Commerce by the U.S. Embassy in Copenhagen. The Embassy goes on to state that the slackening of activity during 1970 probably resulted in a reduction of the real rate of growth to a more normal level of 4 to 5 percent. There is concern that further curtailment in the money supply may lead to a recession and a possible liquidity crisis for a number of companies. Recognizing the dangers of an over-tight money market, the Danish Central Bank recently decided to reactivate its open market operations on a limited scale and to relax its discount policy toward the banking system. Neither the long-standing deposit requirements nor the bank credit freeze in effect since February 1970 have been eased, however.

Faced with continuing rises in price levels and growing deficits in its balance of payments despite its array of restrictive fiscal and monetary measures, the Danish Government has turned toward an incomes policy. It hopes that measures such as price controls and wage restraints may accomplish what higher taxes and scarce and expensive money have failed to do.

The central Government has proposed broad cuts to the Parliament which will hit even education and welfare expenditures, hitherto sacrosanct in Denmark. The Government has little alternative, however, politically sensitive as these cuts may be, since they now account for over half the budget. The local governments, which play an important role in Denmark, seem little inclined to curtail their ambitious public works programs, so that the public sector on the whole remains overactive in terms of current growth rates.

While the Government is making a vigorous effort on a broad front, its array of fiscal, monetary and incomes policy measures is not expected to resolve the problem of inflation and balance of payments deficits rapidly. Ultimately, the consumers will foot the bill through higher prices and taxes, and the basic issue of the current political debate is the distribution of burden among the differing elements of the population.

Financial base is sound

Capital imports will also be required and Denmark has welcomed the easing of the international capital market. Commercial credit has increased in parallel with the expansion of trade but the official foreign debt outstanding still is only about 5 percent of the GNP or some 20 percent of annual gross foreign exchange earnings. Thus Denmark faces its current problems from a sound financial base.

A significant increase in productivity during 1970 accounted for most of the 7 to 8 percent real increase in manufacturing output (15 percent at current prices). This equaled 1969's unusually high rate. Unemployment is again at the rock bottom level of 2 percent of the insured labor force which probably is less than 1 percent of the total labor force; hence, future increases in output will be limited by the availability of labor.

Danish agricultural production increased 12 percent in value in the 1969-70 crop year despite a 7 percent decline in grain output from the bumper crops of the two previous years.

A 13 percent overall increase in investment in current prices was officially estimated for 1970. In real terms, this amounted to about a 7 percent rate of increase in the public sector but only 4.5 percent in the private sector. Construction in the industrial sector, in contrast, continues sharply upward.

The investment outlook of industry is still highly optimistic. Manufacturers appear confident of a continued high rate of expansion. Actual investment has exceeded forecasts and investment plans for the future remain high, although implementation will probably rely on some easing of credit.

Consumer demand stood up surprisingly well during the first half of 1970 despite the series of measures to reduce it, but it finally began to level off in the latter part of the year. The sharp increases in both consumer prices and taxes have restrained demand much less than anyone anticipated but probably at the cost of reduced private savings.

Danish exports continued their healthy growth during the first nine months of 1970. Exports of manufactured goods were up 15 percent and even generally lagging farm exports showed a 4.5 percent increase due to better prices. Growing imports of raw materials and semi-manufactures, reinforced by the continuing high consumer demand, boosted imports even more, however, and the trade deficit for the first nine months of 1970 exceeded the previous year by almost 30 percent.

The Danish inflationary spiral continues upward under the mo-

mentum of both domestic and foreign price increases. Price stability at mid-year 1970 offered some hope of lasting improvement but it proved short-lived.

U.S. exports are gaining an increasing share of the rapidly expanding market for imported goods in Denmark. Best U.S. prospects are concentrated among commodities in which the United States has traditionally been strong, where previously lost ground is being regained and established positions consolidated. U.S. agricultural products, industrial raw materials, and investment goods are well established in the Danish market, but sales of consumer goods are still limited. This pattern, however, should render American exports less susceptible to short-run fluctuations in domestic demand.

The continued high rate of industrial investment has stimulated imports of industrial machinery, electronic equipment, and instruments. U.S. exports in these areas rose 32 percent in 1970 with emphasis in the electronics field.

Danish industries have not yet modified their investment programs trusting in continued favorable export market developments. It is not expected that further measures to restrain domestic demand will be likely to hit industrial development directly, and the worsening labor shortage makes technological change and increased productivity imperative.

Negotiations have begun in Brussels on Denmark's long-standing application for full membership in the European Economic Communities (EEC). The Danish application appears to be the least conditional of the four applicants because it involves the fewest domestic political and economic problems.

Because Danish agriculture hopes to benefit substantially from entering the EEC, Denmark would prefer that the four applicants' entry be effected without a transitional period, but it is recognized that this depends on the outcome of the EEC-British negotiations. The continued ambivalence with regard to the Swedish attitude towards the EEC makes the Danes somewhat uneasy because of the growing importance of the Swedish market for Danish manufactured goods. Norway's difficult problems are followed with sympathy and concern. The Danes hope that a broad European settlement will permit preservation of the tariff and trade liberalization in the industrial sector accomplished under EFTA.

Danish membership in the EEC remains contingent upon British entry.

Eight U.S. Foreign Service Posts Offer Studies Of Economic Trends

Following are brief indicators taken from Foreign Economic Trends recently received by the Department of Commerce from U.S. Foreign Service posts in eight countries. Over 150 such reports for 117 foreign markets, ranging from 4 to 12 pages each, are received yearly.

Annual subscriptions to the Foreign Economic Trends series may be obtained for $15 from any Commerce Field Office or Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

Greece's sparkling economic performance and generally healthy prospects for the future carry favorable implications for U.S. business. Whether the United States can retain its traditional position of second largest supplier to Greece and take advantage of the rapidly growing import market seems to hinge on our readiness to compete more vigorously through aggressive marketing campaigns and through more liberal credit financing. Meanwhile, European and Japanese competition is growing keener. The best opportunities for increased U.S. exports to Greece lie in the area of producer goods and capital equipment. Prospects appear best for items where the United States still enjoys technological or innovative superiority over competitors.

Malaysia's increased annual import growth rate will provide sales opportunities for all types of products during 1971. New investment in Malaysia's manufacturing sector will spur demand for machinery and tools of various kinds that will have to be met largely through imports. The consumer market also offers a good opportunity for increased sales; after several years of rather sluggish growth, Malaysia's consumer demand has shot upward with considerable momentum. The export opportunity is there, but American exporters must be willing to meet strong competition in what was once a traditionally British market and a market that is now receiving more and more Japanese goods.

Costa Rica's 1970 real GNP growth substantially surpassed that achieved in 1969, probably exceeding 8.5 percent. Economic prospects for 1971 are also favorable. In addition, the fiscal picture for the current year is bright, as a result of the likelihood of new and larger revenues.

The export sector was again Costa Rica's growth leader last year, with agricultural products leading the way. For 1971 little change in the makeup of exports is anticipated and growth should be steady, if not spectacular. Again, banana exports will increase by a sizable amount, while coffee sales are likely to rise only slightly over 1970 values. Modest

increases are expected in meat and manufactures exports.

Costa Rican imports, too, are rising rapidly. Non-durable consumer goods and industrial raw materials led the 1970 import parade, and demand will continue strong through the current year as higher export earnings and increased minimum wage levels pump new buying power into the economy.

Guatemala's strong export performance is expected to carry over into 1971. Coffee prices and output should remain relatively high, banana and meat producers intend to raise output, and cotton should recover slightly. Common Market trade is expected to continue its healthy growth.

Guatemalan imports will also continue at relatively high levels during the current year: higher demand for agricultural products is expected to carry over at least into early 1971; increases in imports of capital equipment can be expected to start moving upward at a faster rate around mid-to-late 1971; and the ongoing boom in building construction means that equipment for this purpose should continue to sell well through the early part of this year.

While **Austria's** current boom seems to have passed its peak, the economy continues to expand at a high, and unusually stable, rate. The country's prospects look bright, and American exporters face a promising market for their goods.

Austrian Government experts predict a further lessening of foreign demand for Austrian goods in 1971, accompanied by a slowdown in domestic investment in equipment and a retardation of inventory activities. On the other hand, construction activities should continue to expand at a rate of about six percent. Also, private consumption will develop into a major stronghold of economic activity this year. All in all, these shifts should produce a gradual deceleration of expansion in 1971, becoming somewhat slower as the year wears on but still showing a commendably healthy condition on into the following year.

NICARAGUA IS DIVERSIFYING—*Cotton and coffee still comprise the bulk of exports but other products are growing in importance. Here, a U.S. combine at work.*

The **Nicaraguan** economy continues in recession, but some early signs of recovery are now being seen. Several programs aimed at agricultural diversification continue to progress, most notably the export-oriented production of beef and shellfish. Nevertheless, there is still heavy dependence upon the traditional crops of cotton and coffee. After four consecutive years in which cotton production declined at an average annual rate of more than 15 percent, observers are encouraged by a 1970/71 crop which may only be about five percent below last year. This, plus windfall earnings from the record high coffee prices, continued growth in exports of meat and shellfish, increasing production in the small but growing industrial sector, and an improving fiscal situation may all be indications that Nicaragua's recession might be nearing its end.

The **British Honduras** economy continues to expand slowly. Tourism and agriculture (both still largely unexploited) present the country with its best opportunities for development, and indeed almost all new investments are in these sectors. The lack of good communications and transport facilities, particularly good roads and a deep-water port, is a principal stumbling block to more rapid growth. One or two large investment projects could, however, presage an era of unprecedented economic expansion. For the foreseeable future, agriculture will be the independent variable in the economy of British Honduras. Although tourism and some light industry may eventually help to balance the economy, there are no prospects of this happening in the short-term.

Singapore may soon overtake Yokohama as the third busiest port in the world. The Port of Singapore Authority is moving urgently to provide facilities for containerized shipping. A 700-foot feeder berth became operational at the end of 1970, and the first 1,000 feet of container berth is scheduled to be ready at the end of the current year. When completed by the end of 1972, the facility will offer berth space capable of handling two container ships simultaneously. The back-up area will cover 100 acres, including storage facilities for containers, electrical outlets for refrigerated containers and a container repair area. It will have warehouses for "stuffing" and "unstuffing" operations and transit sheds to support feeder ship services. The cost of the entire complex including container berths and container back-up facilities will be US $25.5 million.

World Trade Actions

Argentina Raises Duties; U.K. Ends Import Deposit

Argentina: In an attempt to "insure viability and growth of local industry and avoid unnecessary expenditures of foreign exchange," the **Argentine** Government recently increased duty rates on a wide range of imports.

Products which carried a duty rate of 25 percent or below remain virtually unaltered. However, through Decree No. 2524 published Dec. 3, commodities previously carrying a duty rate of 35 percent have been increased 15 percentage points, those from 40 through 70 percent have been increased 20 percentage points, those from 75 through 105 percent have been increased 25 percentage points and those from 105 through 110 percent have been increased 30 percentage points. Thus, most products which had been carrying duty rates above 25 percent revert to rates in effect before Decree 191/70 of July 6, 1970.

Decree 2525, also published Dec. 3, made exceptions to Decree 2524 by establishing a special list of commodities subject to high duty rates ranging from 130 to 200 percent.

Decree 2524 establishes a period of 120 days within which the Ministry of Economy will prepare "basic recommendations for the establishment of a tariff regime consistent with the objectives of national economic policy."

Additional information is available from the Department of Commerce, BIC-886, Washington, D.C. 20230.

Germany: Expanding opportunities for franchising arrangements in a wide range of services have been reported. Increased German interest in franchising reflects not only the steady rise in disposable income and the country's living standard but also a continuing labor shortage which has compelled firms in the service sector to modernize and increase their efficiency.

Further information regarding the development of franchised units is available in a bulletin entitled, *Franchising in Germany—Opportunities and Pitfalls,* which may be obtained from the European Division, BIC, U.S. Department of Commerce, Washington, D.C. 20230.

EEC-Africa Agreement

***On Jan. 1 a new Agreement of Association became effective between the European Economic Community and 18 African countries. The agreement establishes trade and aid relationships between the two groups for the next four years. It will be discussed in more detail in the next issue of* Commerce Today.**

Italy: The Government is planning and selecting an investment mix for the 1970s which will maximize domestic productivity and the competitive position of Italian exports in world markets. In addition, the Government is seeking to achieve a regional balance between the South and the more prosperous North, particularly in terms of income distribution, employment, and welfare.

Toward this end the Inter-Ministerial Committee for Economic Planning (CIPE) announced recently the initial details of a package of $12.8 billion in public investments planned for 1971-75.

About 50 percent, or over $6.4 billion, of the planned total will be spent in the South of Italy—principally in Calabria and Sicily.

Some $1.6 billion or 75 percent of the total $2.1 billion earmarked by CIPE for investment in Calabria will be spent for construction of a new steel production facility, Italy's "5th Steel Center," which in all probability will be built at Gioia Tauro in the province of Reggio Calabria. The remainder of allocations in Calabria amounting to $500 million will be invested in a $193 million Anic-Montedison chemical plant for the production of titanium and titanium dioxide for use in the paint industry; a $56 million pulp and paper mill and cement plant at Castrovillari, and a $16 million airport for Reggio Calabria.

The proposed public investments in Sicily will be concentrated in the labor intensive electronic and metallurgical sectors.

Libya: A summary of new regulations established during the past year governing the conduct of business in post-Revolutionary Libya has been prepared by the U.S. Embassy in Tripoli. The summary, which should be consulted in conjunction with the previously published Overseas Business Report, *Establishing A Business in Libya,* (OBR 68-56), deals with new government decrees affecting the law of partnerships, taxation, and expatriate employment. Copies of the summary, as well as the full OBR, are available on request from the Africa Division, BIC-884, Department of Commerce, Washington, D.C. 20230.

South Africa: The Ministry of Economic Affairs has released the 1971 Import Control Notice regulating the issuance of import permits (licenses) this year. The new Notice is essentially unchanged from last year in both form and content.

The Notice is divided into three paragraphs (schedules) of commodities. Goods listed under paragraph 1, some 180 items, may be

imported without an import permit. Paragraph 3 includes a schedule of some 196 items which may only be imported with a specific permit granted under quota. All other commodities, which include most imports, are included under paragraph 2 and permits for the importation of these goods sufficient to meet the full reasonable requirements of merchants and manufacturers are normally granted on application.

Interested U.S. businessmen may obtain copies of South Africa's 1971 Import Control Notice from their local U.S. Department of Commerce Field Office or directly from the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230, telephone (202) 967-2436.

Spain: On Nov. 12 the Government promulgated Decree 3519, containing new regulations for the establishment of anti-dumping and countervailing duties. The preamble of the Decree states that its main purpose is to adapt existing Spanish anti-dumping legislation to the requirements of Article VI of the GATT and to comply fully with the requirements of the Spain-EEC preferential trade agreement.

Article I of the Decree provides that anti-dumping or countervailing duties may only be imposed as provided for by Article VI of the GATT (anti-dumping code), and that the anti-dumping duties established will initially be valid for three months, extendable for another three months. The remaining articles of the Decree provide for the manner in which requests for the establishment of anti-dumping duties may be made, who may make such requests, and the manner in which such requests will be processed.

United Kingdom: The Government has terminated, effective Dec. 4, 1970, its Import Deposit Plan which was promulgated on Nov. 22, 1968. During the course of its existence, the rate of deposit on the value of goods that importers were required to make to the customs authorities had been progressively reduced. Originally set at 50 percent, it was first reduced to 40 percent on Dec. 5, 1969. Thereafter, it was cut two more times: on May 1, 1970 and Sept. 1, 1970 to 30 percent and 20 percent, respectively.

Viet-Nam: The Ministry of Economy has exempted importers of U.S. goods from the general requirement for an advance deposit of local currency when making an application for an import license. Deposits ranging from 50 to 500 percent continue to be required on non-U.S. source imports for most of the commodities financed with Vietnamese holdings of foreign exchange. The U.S. competitive position for 1971 with regard to Vietnamese-financed imports should be enhanced by exemption from the advance deposit requirement.

It is expected that the Vietnamese Government will make available $350 million for commercial imports in 1971. The U.S. share of the market for the first ten months of 1970, based on licensing data, was slightly over 20 percent.

Zambia: A recently revised tariff schedule incorporates for many commodities the recently adopted metric system of weights and measures. Efforts to accelerate the metrication process in Zambia include the provision that a number of imported commodities, otherwise dutiable at rates varying from 10 percent to 50 percent of c.i.f. value, are admitted duty-free if calibrated in metric units. Some of the goods so benefiting include glassware of various types; iron and steel pipes and tubes; iron, steel, or copper processing tanks, reservoirs and vats; gasoline and other pumps for retail sale of liquids; electrical capacitors; rangefinders and exposure meters; mathematical calculating and drafting machines; disc calculators; barometers, thermometers, and other such instruments; taxi meters, pedometers, production counters, and similar measuring devices; motor vehicle instruments; and clocks.

U.S. businessmen can get information relating to specific products from their nearest Department of Commerce Field Office or from the Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

Inter-American Bank Aids Projects In Eleven Nations

Recent lending activity by the Inter-American Development Bank will provide the equivalent of almost $117 million to development projects in 11 nations throughout Latin America. The actions include:

Argentina/Uruguay: Five loans totaling $38.3 million will help pay for a three-mile bridge over the Uruguay River, which will link the two countries. The financing will also be used to improve the highway system of Northeast Argentina in the vicinity of the bridge and to build a connecting road to link the bridge to Uruguay's road network.

Central America: A loan equivalent to $20 million to the Central American Bank for Economic Integration to finance the first stage of a program designed to expand highway systems throughout the five countries of the region.

Dominican Republic: A $4.1 million loan to help build rural water supply systems in 17 of the nation's 27 provinces.

Costa Rica: A $6.3 million loan to build or improve the water supply and sewage systems in the capital city of San Jose and four other cities.

Mexico: Two loans totaling the equivalent of $36 million to help pay the foreign exchange costs of building and improving some 1,120 miles of feeder roads throughout the nation.

Venezuela: A $12 million loan to help a partly-U.S.-owned aluminum manufacturer double its production of primary aluminum.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows, incorporating the familiar Licensing and Investment Opportunities and Foreign Trade Opportunities, presents details about licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies, appoint agents, major construction and expansion projects, and U.S. visits by foreign buyers.

Licensing, Investment Abroad

2042—**AUSTRIA**—Well-established firm seeks licenses to manufacture **pet foods and distribute zoological supplies**. Presently manufacturing pharmaceuticals, chemical products and chemo-technical products for household use. Also acts as distributor for some 65 foreign companies in pharmaceuticals, chemical and zoological supplies. Has headquarters at Strehlgasse, a plant in Bisamberg and other facilities in Vienna. Annual sales reported to be approximately $4 million. Johann M. Sarkitsch, Multipharm Dr. et Mr. pharm. F.u.G. Hinterstoisser, Strehlgasse 32, A-1190 Vienna, Austria. WTD. **P-71019**

2500, 3429—**UNITED KINGDOM**—Licensing arrangement with U.S. manufacturers of **furniture and industrial casters** desired. Firm makes casters, roll thread screws and plastic injection moldings. Established in 1896, employs 500 persons. J. J. Ryan-Bell, Commercial Director, Crane's Screw & Colgryp Castor Co., Ltd., Wellington Mills, Floodgate St., Birmingham, B5 5SH, England. **P-71008**

2834—**CYPRUS**—Licenses to manufacture and/or package **pharmaceuticals for human and veterinary use; also agricultural chemicals**. Firm's production facilities are expected to be completed by July 1. Consumption of pharmaceuticals in Cyprus during 1970 was estimated at $4.3 million. Company hopes to capture 15-20 percent of this market, explore export possibilities. It will not consider inquiries from brokers or consultants. Mr. L. Zachariades, General Manager, Medico Ltd., 19 Gregoriou Xenopoulou St., Nicosia, Cyprus. **P-71013**

3269—**GERMANY**—Firm seeks licensing and/or reverse licensing agreement with larger U.S. companies manufacturing **filter elements**. Firm produces porous ceramic media for application as filters for liquids, gases, sterile filtration of air, separation of solids and liquid particles, and similar uses. Also produces filter tiles, candles and tubes, diaphragms, diffusion boxes and tube diffusion filters for gases, air, liquids, sterilizing and dechlorinating. Is willing to grant licenses for its filtration equipment. Forty percent of the firm's products are exported. Established 1892; has 270 employees. Schumacher'sche Fabrik, P.O. Box 207, D-7120 Bietigheim, Germany. WTD. **P-71009**

3429—**UNITED KINGDOM**—Well-established manufacturing firm seeks licenses for production in the United Kingdom of **domestic and industrial window security locking devices**. Established in 1915, the firm has a nominal and issued capital of approximatel $1.2 million and 1.1 million, respectively. Present annual sales earnings are over $7 million from sale of automotive hardware, container hardware, warm air registers and grills, scaffolding fittings and general forgings and presswork. L. R. Shaw, Design and Development Director, the Bloxwich Lock & Stamping Co., Ltd, P.O.. Box 4, Alexander Works, Bell Lane, Bloxwich Walsall, Staffordshire, United Kingdom. WTD. **P-71017**

3535—**GERMANY**—License to manufacture **pneumatic handling equipment** for all types of bulk products such as food, chemicals and coal. Firm wants to supplement its current line of conveyors. The company specializes in the production of brewery machinery and equipment. It has around 400 employees; annual sales of $4.2 million. C. Seeger, Maschinenfabrik, 91 Nauheimer Strasse, D-7000 Stuttgart-Bad Cannstatt, Germany. WTD. **P-71010**

3589—**GERMANY**—Licenses to manufacture **water and air purification equipment**. Currently produces and distributes measuring and control instruments, cable detectors, industrial stethoscopes and gas analyzing pumps. Employs around 175. Gesellschaft fuer Geraetebau mbH & Co. KG., 267-273 Westfalendamm, 46 Dortmund, Germany. WTD. **P-71011**

3621 — **GERMANY** — Reputable German firm seeks licenses from U.S. manufacturers of **wheel hub electric motors (AC and/or DC)** for use within wheel hubs to drive motor vehicles. This firm, established in 1886, presently manufactures and exports electric motors, generators, transformers, switchgear and hydraulic and electric control equipment. Has over 1,500 employees and also annual sales of over $13 million. Garbe Lahmeyer & Co. AG., 191 Juelicher Strasse, 51 Aachen, Germany. WTD. **P-71002**

3662, 3679, 3821—**FRANCE**—Licensing rights sought to manufacture **equipment for measuring lasers, printed circuit drilling or inspection machines and the manufacture and inspection of printed circuits**. French firm currently makes and sells data processing equipment, aerospace equipment, mining machinery and industrial refrigeration equipment. Has 8,000 employees and 50 salesmen covering Europe-wide territory. SAGEM, 6 Avenue d'Iena, Paris 16, France. WTD. **P-71004**

3679—**CANADA**—License sought to manufacture **connectors, capacitors, insulation, switches, terminals, relays and electronic equipment**. Firm currently makes heat sinks, rectifier assemblies and sophisticated electronic AC/DC controllers; distributes semiconductor products, electronic measuring and testing meters,

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) manual.

Background information on opportunities abroad and also assistance on overseas investments are available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, referring to the applicable file number assigned each opportunity.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

laboratory instruments, transistors, analysers and power solid state devices for high current applications. Modern plant has room for expansion. Experienced sales staff, with 80 percent sales in Ontario and Quebec. International Rectifier Canada Ltd., 330 Nantucket Blvd., Scarborough, Ontario, Canada. P-71003

3713—UNITED KINGDOM—A manufacturer of glass fiber and concrete swimming pools and vehicle bodies is seeking license for manufacture of **municipal vehicle bodies, including garbage truck bodies.** Mr. S. C. Harrison, J. F. Buckingham Ltd., Priory Works, Priory Rd., Kenilworth, Warwickshire, England. WTD. P-71018

3811 — SWITZERLAND — Manufacturer of freeze-drying, dehydrating, vacuum and low-temperature equipment seeks cross licensing agreements. Wants to produce **advanced freeze-drying equipment for laboratory and industrial uses; low-temperature and vacuum systems below 40 degrees centigrade; and simulation equipment and laminar flow systems with applications in pharmaceuticals, electronics, high precision industries and agriculture.** Offers U.S. firm manufacturing rights to freeze-drying systems, dehydration plants and ovens and vacuum casting equipment. Firm maintains sales network of agents in most European countries. Dr. Claude Morand, Director, Secfroid SA, En Crochy, 1024 Ecublens, Lausanne, Switzerland. WTD. P-71005

3941, 3942, 2253—KOREA—Manufacturer and exporter of human and synthetic hair goods proposes joint venture to make **toys, dolls, garments or other items requiring intensive labor input.** Estimated project cost is $700,000. Firm to assume 70 percent including site, plant and labor; U.S. partner, 30 percent including machinery, equipment and technical know-how, plus obligation to import two thirds of total production. Plant located in Kwangju on outskirts of Seoul. Danna International Ltd., 118, 2-ka, Namdaemun-ro, Chung-ku, Seoul, Korea. WTD. P-71007

7011—AUSTRIA—A program of interest subsidies for the **construction of new hotels** containing 3,000 beds is planned by the City of Vienna. Good second class or modest—not luxury—first class facilities desired. Only projects meeting international tourism standards (rooms with private baths) will be considered. Investment costs are limited to $9,200 per bed. Projects must contain a minimum of 150 beds and investors must furnish evidence of ability to provide at least 25 percent of project cost. Anthony Geber, Economic Officer, American Embassy, Embassy Building X, Boltzmanngasse 16, Vienna, Austria. P-71020

UNIDO Unit To Boost Contacts With Industrial Nations At Ghana Fair

The Industrial Promotion Service (IPS) of the United Nations Industrial Development Organization (UNIDO) will take part in the Second Ghana International Trade Fair to be held in Accra from Feb. 1-14. The IPS plans to promote contacts between business leaders from industrialized and developing countries interested in exploring joint ventures and technical agreements. It will also organize specific industry days and assist in scheduling and publicizing industrial promotional meetings and presentations.

Major objectives of the fair are to promote commerce and industry among African countries, encourage increased trade among the African nations and the rest of the world and offer opportunities for investment.

U.S. firms interested in participating in the IPS program at the Fair should write or call: A. J. Aizenstat. Director, UNIDO Office, United Nations Building, New York, N.Y. 10017.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the International Liaison and Trade Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms are interested are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should also be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230 or from any Commerce Field Office.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01120—BOLIVIA—Cotton seeds. Sociedad Agricola-Ganadera "El Dorado" Ltda. (importer), Calle Buenos Aires 40, P.O. Box 166, Santa Cruz. WTD 12/70.

01130—FRENCH WEST INDIES—Red kidney beans (500 sacks per mo.); pea beans (100 sacks per mo.); animal feeds; rice, garlic (ail). Correspondence requested in French. Cooperative importateurs detaill. alimentation (C.I.D.A.) (imp., dist., retailer), 5, Rue de la Republique, Fort-de-France. WTD in prep.

Fruit, tree nut, vegetable farms

01220—BELGIUM—Fresh dates. Direct purchase or agency. Maison B.K. S.P.R.L. (importer, dist., agent), 9 Rue du Magasin, 1000 Brussels. WTD 12/70.

Meat products

20115—BOLIVIA—Lard. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

20138—BOLIVIA—Canned meats. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

20154—GERMANY—Poultry, canned, except soups. c.i.f. European ports. Paul Neuendorf (importer, dist.), 58 Hagen, 112 Bergstr. WTD 11/70.

20155 — GERMANY — Poultry; pressed, packed. Paul Neuendorf (importer, dist.), 112 Bergstrasse, 58 Hagen. WTD 11/70.

Dairy products

20232—BOLIVIA—Milk, condensed: shipped in consumer type cans. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

20233—BOLIVIA—Milk evaporated; shipped in consumer type cans. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

Canning, preserving foods

20310—BOLIVIA—Sardines, herring, pilchard; canned. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD 12/70.

20310—BOLIVIA—Canned seafood, soup, stews, chowders. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

20324 — NETHERLANDS — Specialty foodstuffs, delicacies. Direct purchase or representations for Europe. Ten Doesschate N.V. (importer, dist.), 15 Kloosterweg, P.O. Box 4, Wapenveld. WTD 12/70.

20332 — BOLIVIA — Canned vegetables. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

20334—BOLIVIA—Canned fruit juices. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

20373 — GERMANY — Poultry, poultry pies, frozen. c.i.f. European ports. Paul Neuendorf (importer, dist.), Bergstrasse 112, 58 Hagen. WTD 11/70.

Grain mill products

20412—GERMANY—Wheat mill products (other than flour). Direct purchase & agency. Heinrich Auer, Muehlenwerke KG.a.A. (imp., dist., mfr.), 189 Siegburger Strasse, 5 Koeln-Deutz. WTD 11/70.

20413—GERMANY—Corn mill products. Direct purchase & agency. Heinrich Auer, Muehlenwerke KG.a.A. (importer, dist., mfr.), 189 Siegburger Strasse, 5 Koeln-Deutz. WTD 11/70.

20416—GERMANY—Grain mill products. Direct purchase & agency. Heinrich Auer, Muehlenwerke KG.a.A. (importer, dist., mfr.), 189 Siegburger Strasse, 5 Koeln-Deutz. WTD 11/70.

20430 — GERMANY — Cereal breakfast foods, including infants' foods. Direct purchase & agency. Heinrich Auer, Muehlenwerke KG.a.A. (importer, dist., mfr.), 189 Siegburger Strasse, 5 Koeln-Deutz. WTD 11/70.

Bakery products

20521 — NETHERLANDS — Biscuits, brownies, similar types of cakes. Representations requested for Europe. Th. Swart & Zn. N.V.; Attn: A. Dolmans (dist., mfr., agent), 31-39 Prinsenstraat, Zaandam. WTD in prep.

Food preparations

20961—BOLIVIA—Shortening oils-vegetable, mixed animal, vegetable. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

20999 — GERMANY — Health, dietetic foods. Direct purchase & agency. Heinrich Auer, Muehlenwerke KG.a.A. (importer, dist., mfr.), 189 Siegburger Strasse, 5 Koeln-Deutz. WTD 11/70.

Manmade fiber

22210—NETHERLANDS—Imitation fur for manufacture of women's garments. Van Daal & Meyer Fourrures N.V., Attn: D. P. Meyer (importer, dist.), 26 Herestraat, Gronigen. WTD in prep.

Miscellaneous apparel, accessories

23860 — NETHERLANDS — Women's leather garments. Van Daal & Meyer Fourrures N.V., Attn: D. P. Meyer (importer, dist.), 26 Herestraat, Gronigen. WTD in prep.

Furniture, fixtures

25990—BOLIVIA—Hospital beds. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

Paper mills

26212—BOLIVIA—Paper, ground wood, uncoated. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

26215—BOLIVIA—Paper, fine writing, cotton fiber or chemical wood. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

26216 — BOLIVIA — Paper, grease proof and/or glassine. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

26219—ITALY—Condenser paper. Correspondence requested in Italian. INCO S.p.A.-Condensatori (mfr.), 12 Via Selice, I 40027-Mordano (Bologna). WTD 12/70.

Converted paper, paperboard products

26411—BOLIVIA — Paper for printing, off machine coated. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

26451—BOLIVIA—Paper, office supplies, die-cut. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

26490 — ARGENTINA — Miscellaneous stationery, office supplies. Correspondence requested in Spanish. Norca S.R.L. (importer), Rincon 244, Buenos Aires. WTD in prep.

General commercial printing

27526—SOUTH AFRICA—Posters: pop-art for interior decoration; approx. size range: 12 x 24 to 36 x 60 in. Matchmaker (Pty.) Ltd. (importer, dist.), 408 Greenmarket Place, 54 Shortmarket St., or P.O. Box 3825, Cape Town, Cape Province. WTD 12/70.

Industrial chemicals

28199—BOLIVIA — Chemicals, arsenic, bismuth, calcium, sulphur compounds, zinc compounds, iodine. Importacion y Exportacion Masanes (importer, retailer), Calle Florida 459-463, P.O. Box 639, Santa Cruz. WTD 12/70.

Synthetic materials

28211 — FRANCE — White polyvinyl chloride film, 179,000 sq. ft. Specifications available in French from Trade Opp. Staff, Rm. 1104, BDC-541, U.S. Dept. of Commerce, Washington, D.C. 20230 F.I.C. (importer), 51 rue de Maubeuge, Paris 9. WTD 12/70.

28213—ITALY—Alkyd resins for manufacture of automotive brake linings, allied products. M.I.D.A. S.r.l (mfr.), Zona Industriale, Marino del Tronto, 63100 Ascoli Piceno. WTD in prep.

Drugs

28311—GERMANY—Culture media. Direct purchase & agency. Correspondence requested in German. Raiser & Hebel K.G. (importer, agent, exporter), 26 Heiligenwiesen, 7 Stuttgart 60. WTD 1/71.

28315—SINGAPORE—Veterinary products. Chen Pan, Man. Dir., Synstatt Pte. Ltd. (importer, dist.), 882-A Upper Bukit Timah Rd., Singapore 23. WTD in prep.

28332 — NETHERLANDS — Druggist's supplies. Direct purchase & representations for Europe. Ten Doesschate N.V. (importer, dist.), 15 Kloosterweg, P.O. Box 4, Wapenveld. WTD 12/70.

28341—BOLIVIA—Pharmaceutical preparations affecting neoplasms, endocrine systems, metabolic diseases for human use. Andin Ltda. (importer), Calle Yanacocha 599, P.O. Box 6127, La Paz. WTD 9/70.

28344—BOLIVIA—Pharmaceutical preparations acting on respiratory system, for human use. Andin Ltda. (importer), Calle Yanacocha 599, P.O. Box 6127, La Paz. WTD 9/70.

28345—BOLIVIA—Pharmaceutical preparations acting on digestive or genitourinary system, for human use. Andin Ltda. (importer, dist.), Calle Yanacocha 599, P.O. Box 6127, La Paz. WTD 9/70.

Agricultural chemicals

28712 — ITALY — Garden fertilizers. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

28790—BOLIVIA—Insecticide, fungicide preparations, agricultural. Correspondence requested in Spanish. Sociedad Agricola-Canadera "El Dorado" Ltda. (importer), Calle Buenos Aires 40, P.O. Box 166, Santa Cruz. WTD 12/70.

Chemical products

28993—GERMANY—Automotive chemicals: undercoatings for airless protective coating of automobiles. Prices c.i.f. European ports. Direct purchase & agency. Unterbodenschutz Horst D. Neumann (importer, dist.), 9 Merziger Str., 4 Duesseldorf. WTD in prep.

28993—GERMANY — Insulation products covered with carbonaceous material. Freightage as per agreement. Direct purchase & agency. Rheinisch-Westfaelische Isolatoren-Werke GmbH. (dist., mfr., exporter), 175-177 Wilhelmstrasse, 52 Siegburg. WTD 11/70.

Petroleum refining

● 29100—CEYLON—State agency of Ceylon Transport Board requests proposal bids to supply 9,000 imperial gallons of heavy duty hydraulic brake fluid conforming to specifications S.A.E. 70-R3, packed in non-returnable five to six gallon steel containers. Tender No. S/P3/T/7/71; bid deadline 10 a.m. Feb. 10. Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5. Specification available from Petroleum & Coal Div., BDC-673, Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-2355).

Fabricated rubber products

30697—NETHERLANDS—All kinds of rubber, plastic, other patented hygienic

baby products such as diaper holders, baby pads, pants, etc. Exclusive representations for Benelux countries. Orvelte Textiel Industrie N.V., Attn: H. L. Woudstra (importer, dist., mfr.), 16 Sportlaan (P.O. Box 3), Wolvega. WTD 12/70.

Plastic products

30795—BOLIVIA—Plastics components, housing, accessories, parts, transportation equipment. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

30798—NETHERLANDS—All kinds of plastic patented baby products such as diaper pants, holders. Exclusive representations for Benelux countries. Orvelte Textiel Industrie N.V., Attn: H. L. Woudstra (importer, dist., mfr.), 16 Sportlaan (P.O. Box 3), Wolvega. WTD 12/70.

Leather tanning, finishing

31111 — NETHERLANDS — Leather for manufacture of women's garments. Van Daal & Meyer Fourrures N.V., Attn: D. P. Meyer (importer, dist.), 26 Herestraat, Groningen. WTD in prep.

31112—NETHERLANDS—Suede leather for manufacture of women's garments. Van Daal & Meyer Fourrures N.V., Attn: D. P. Meyer (importer, dist.), 26 Herestraat, Groningen. WTD in prep.

Glass, glassware

32293—BOLIVIA — Fiber glass, textile type from glass. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

32293—ITALY—Fiberglass for internal insulation of air conditioning ducts. Ultra S.r.l. (importer, dist.), Via Livia Drusilla 33, 00175 Rome. WTD 12/70.

Glass products

32316—GERMANY—Laboratory, scientific glassware. Direct purchase & agency. Correspondence requested in German. E. Klingenfuss Nachfolger (importer, dist., retailer), D-7800 Freiburg i. Breisgau, Holzmarkt 10. WTD 12/70.

Pottery, related products

32610—BOLIVIA—Toilet fixtures, vitreous china. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

Abrasive, asbestos, nonmetallic mineral products

32920—ITALY—Thermal, acoustic insulation for building industry; boards for false ceiling. Direct purchase & agency. Stimamiglio F. & C. (mfr., agent), Viale Navigazione Interna, 54, Zona Indus-

Steel mill products

● **33100—INDIA**—781 metric tons of steel plates to ASTMA285 Grade C fire box. Bid deadline Feb. 15; Tender No. 1183/26W/BSL/PR/56526/Global. V. K. Yashroy, Chief Purchase Officer, Beas Purchase Org., Hoshiarpur, Punjab. Copies of tender documents available from Iron & Steel Industry Operations, BDC-669, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-2613).

● **33100—PAKISTAN** — Supply of steel line pipe of various sizes and quantities for high pressure natural gas supply system. Tender No. SN-1868/70; bid deadline Feb. 4. Sui Northern Gas Pipelines Ltd., Lahore. Copies of tender documents available from Iron & Steel Industry Operations, BDC-669, Dept. of Commerce, Washington, D.C. 20230 ★(202-967-4412).

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

33123 — GERMANY — Hot rolled steel strip, carbon mill edge or cut from coils, for making precision tubing (basic oxygen or similar quality). Initial quantity: 2,000-3,000 tons. Price C.I.F. Rotterdam or other European ports. ROWA—GmbH., Rohr- und Walzwerkserzuegnisse (importer, dist.), 13 Arnoldstrasse, 4152 Kampen/Ndrh. WTD in prep.

38110 — SWITZERLAND — Electronic testing and control devices and apparatus for use in textile plants, such as revolution indicators, strain testing and measuring instruments, tensile-strength testing equipment, etc. Heberlein & Co. AG; Attn: Mr. Kleiber (agent), Trading Div., Eidmattstrasse 14, 8032 Zurich. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33560—BOLIVIA — Pipe tubing, traps and bends, lead, rolled. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

Cutlery, hand tools, general hardware

34230—GERMANY—Hand tools, etc. for do-it-yourself market. Stichling-Werkzeugfabrik (dist., mfr.), 65a Burger Strasse, Postfach 160145, 5630 Remscheid. WTD 11/70.

34231 — BOLIVIA — Tools, mechanics', hand service. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

34233 — ITALY — Garden power hoes. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

34292 — GERMANY — Furniture hardware for store fixtures. Fritz Osterloh-Ladenbau (mfr.), 20 Daimlerstrasse, D-7254 Muenchingen near Stuttgart, Baden-Wuerttemberg. WTD 12/70.

34295 — BOLIVIA — Refrigerator, stove hardware. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

Heating apparatus, plumbing fixtures

● **34300—IVORY COAST**—Supply of 520 cast iron water fountains to serve as water distribution points in villages, in a unit tender. First portion of 38 fountains to be delivered on Apr. 15. Dates of delivery for other portions to be spread until 1976. Complete specifications can be purchased at PALMIVOIRE, Boulevard Lagunaire, B.P. 2049, Abidjan, for 1,000 Francs CFA. Bid deadline is Feb. 5. Offers must be submitted in French.

Fabricated structural metal products

34411—BOLIVIA—Steel, fabricated structural, for buildings only. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

34411—BOLIVIA—Iron and steel, fabricated structural for buildings only. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

34443—ITALY—Grills, diffusers, other parts for air conditioning installations. Ultra S.r.l. (importer, dist.), Via Livia Drusilla 33, 00175. WTD 12/70.

Screw machine products

34510—BOLIVIA—Household appliance, screw machine products including radio, television. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, Casilla 1402, La Paz. WTD 2/70.

34510—BOLIVIA—Household appliance, screw machine products. Importacion y Exportacion Masanes (importer, retailer), Calle Florida 459-463, P.O. Box 639, Santa Cruz. WTD 12/70.

34521 — GERMANY—Screws, self-tapping. Schulze-Wechsungen GmbH (importer, dist., agent), 18, Stolberger Strasse, 4 Duesseldorf-Heerdt. WTD 12/70.

34521—ITALY—Self-drilling screws for assembling air conditioning ducts. Ultra S.r.l. (importer, dist.), Via Livia Drusilla 33, 00175. WTD 12/70.

34522—GERMANY—Industrial steel and plastic fasteners, joints. Springfix Befestigungstechnik GmbH (exporter), D-7335 Salach, P.O. Box 1105, Baden-Wuerttemberg. WTD 4/70.

Metal stampings

34615 — BOLIVIA — Hospital utensils stamped and spun metal, except aluminum. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

Fabricated metal products

34945—FRANCE—Metal fittings, flanges, unions for piping systems. Plombelec (importer, dist., mfr.), 8 rue de Nice, 75-Paris 11. WTD 10/69.

34946 — FRANCE — Fittings, assemblies for tubing, hose. Plombelec (importer, dist., mfr.), 8 rue de Nice, 75-Paris 11. WTD 10/69.

Farm machinery

35222—ITALY—Riding power garden tractors. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

35223—BOLIVIA—Machinery, parts for planting, seeding, fertilizing. Correspondence requested in Spanish. Sociedad Agricola-Ganadera "El Dorado" Ltda. (importer), Calle Buenos Aires, P.O. Box 166, Santa Cruz. WTD 12/70.

35223—BOLIVIA—Machinery, parts for planting, seeding, fertilizing. Importacion y Exportacion Masanes (importer, re-

tailer), Calle Florida 459-463, P.O. Box 639, Santa Cruz. WTD 12/70.

35227—ITALY — Power lawn mowers; snow blowers, throwers. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

35228—BOLIVIA—Machines for preparing farm crops for market including parts, attachments. Importacion y Exportacion Masanes (importer, retailer), Calle Florida 459-463, P.O. Box 639, Santa Cruz. WTD 12/70.

35228—ITALY—Garden cultivators; garden and lawn sprayers, spray pumps; power hedge trimmers, shears. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

Construction, mining, materials handling machinery, equipment

35318 — NETHERLANDS — Hydraulic cranes with telescopic booms, hydraulic excavators, backhoes and wire-operated draglines. Direct purchase & dist. requested for Netherlands, Belgium. Eerste Utrechtse Handelsonderneming N.V., Attn: C.A. van Beurden (importer, dist., agent), 224 Utrechtsestraat, P.O. Box 6, Rhenen. WTD in prep.

35321—BOLIVIA—Mining, machinery, equipment, underground. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35321 — BOLIVIA — Mining machinery, equipment underground. Corporacion Commercial Boliviana S.A. "Cobana" (imp., dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

35321—BOLIVIA — Mining machinery, underground equipment. Equipo Petrolero Ltda. (Equipetrol Ltda.) (importer, retailer), Calle Mercado 1115, P.O. Box 1359, La Paz. WTD 4/70.

35321—BOLIVIA — Mining machinery, equipment; underground. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

35321 — BOLIVIA — Mineral classifying machinery—flotation, separating concentrating, cleaning, classifying equipment. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

35333—BOLIVIA—Machinery, equipment for oil and gas field production, including packers, screens, tubing, catchers. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35361—NETHERLANDS — Flame proof electric hoists. Exclusive dist. Andre de la Porte & Co. N.V., Attn: W. H. Andre de la Porte (dist.), 9 Florapark, Haarlem. WTD 3/70.

Metalworking machinery

35410 — GERMANY — Internal grinding machines, special metalworking machinery for aircraft industry. Price quotation c.i.f. European port. Direct purchase & agency. Stenzel & Co. Maschinenhandelsges. mbH (importer, dist., agent), 38 Rheingaustr., 6200 Wiesbaden-Schierstein. WTD 11/70.

35419—BOLIVIA—Machine tools rebuilt, metal cutting. Importacion y Exportacion Masanes (importer, retailer), Calle Florida 459-463, P.O. Box 639, Santa Cruz. WTD 12/70.

35453—BOLIVIA—Tools for screw, automatic machines. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

35484 — NETHERLANDS — Machinery, equipment, small tools for rebuilding of automotive clutch cover assemblies, plates, components; equipment, tools for brake servicing. Direct purchase and/or agency or Benelux area. N.V. Belrama, Attn: J. B. van Brussel, Gen. Mgr., (importer, dist., rebuilder of automotive clutch parts), 11 Prof. Zeemanweg, or P.O. Box 136, Waalwijk. WTD 11/70.

Special industry machinery

35511 — ECUADOR — Complete line of washing, bottling machinery, auxiliary equipment with capacity to process 10,000 to 12,000 liters per hr, working two shifts of eight hrs. each. Must be used, but in good condition. Plate cooler for raw milk; capacity: 35,000 liters per hr. Washing, sterilizing machine: capacity 750 cans per hr. Pasteurizadora Quito S.A. (Quito Pasteurization Plant, milk processor), P.O. Box 1386, Quito. WTD in prep.

35511—ISRAEL — One thousand deep-freeze units to store ice-cream on tourist buses, size one cu. ft.; units to be connected to battery or have own supply of electricity. Amalgamated Food Products Ltd. (importer, dist., mfr.), New Industrial Center, P.O. Box 411, Petah-Tiqva. WTD in prep.

35512 — KOREA — Slicer: two or three machines needed to slice peaches for canning. In Kyu Lee, Yung Jin Food Industrial Co. (food processor), 37, 1-ka, Pupyong-dong, Chung-ku, Pusan. WTD in prep.

35513 — MEXICO — Chocolate processing machinery: mixing, cutting, sizing, sorters, pressers, molding machines. Correspondence requested in Spanish. El Ideal, S.A. Fabrica de Chocolates (importer), Avenida 15 No. 303, Cordoba. Ver. WTD in prep.

35521 — BOLIVIA — Textile machinery, fiber to fabric, yarn preparing, fabric, bleaching, dyeing and finishing machinery. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35521 — MEXICO — Machine, preferably used, for manufacture (shredding) of cotton waste for use as hand cleaners by machine, automotive shops. Potential manufacturing capacity approximately 1 ton per day desired. Correspondence requested in Spanish. Carlos Flores de Leon (importer, mfr.), Mina Sur 722, Monterrey, N.L. WTD in prep.

35531—ITALY—Garden chain saws; saw blades, chains. Hobby Motor (importer, dist., agent), 69/A, Corso Trieste, Moncalieri (Torino) 10024. WTD 9/70.

35552 — BOLIVIA — Paper cutting machines, printing trades machines. Mercantil Sudamericana Ltda. (importer, retailer), Calle Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35552—MEXICO—Printing machinery for printing or stamping on wooden pencils. Fanal, S.A. (mfr.), Apartado Postal 450, Monterrey, N.L. WTD in prep.

35593—BOLIVIA—Plastics-working machinery, equipment. Mercantil Sudamericana Ltda. (imp., retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35595 — BOLIVIA — Petroleum refinery machinery, equipment. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35595—BOLIVIA—Cotton ginning machinery, equipment. Correspondence requested in Spanish. Sociedad Agricola-Ganadera "El Dorado" Ltda. (importer), Calle Buenos Aires 40, P.O. Box 166, Santa Cruz. WTD 12/70.

35595 — VENEZUELA — Machinery for manufacture of circular wire brushes especially for automotive industry. Correspondence requested in Spanish. Cepillos Industriales C.A. (mfr.), Segunda Avenida Santa Eduvigis, P.O. Box 2267, Caracas. WTD in prep.

General industrial machinery

● **35600—SOUTH AFRICA**—Two 150-ton basic oxygen furnaces; Tender No. V195; bid deadline Mar. 1. Four billet/bloom reheating furnaces; Tender No. 8; bid deadline Mar. 1. The Head, Capital Buying, South African Iron & Steel Industrial Corp., P.O. Box 450, Pretoria, Transvaal. Tender copies available from the above address for a deposit of $210 for Tender No. V195, and $140 for Tender No. 8. Deposits will be refunded only on receipt of a bona fide order.

35611—JAPAN — Industrial underwater, chemical pumps and fountains for use with industrial water treatment, water pollution preventive plants. CDM Inc. (importer, dist., mfr.), 62 Minami-Sumiyacho, Minami-ku, Osaka. WTD in prep.

35642—AUSTRALIA—Ash and dust handling systems for thermal power stations. Direct purchase and/or manufacturing licensing agreement. R. B. Kille, Design & Construction Div., Evans Deakin & Co. Pty. Ltd. (mfr., shipbuilding), 251 Charlotte St., P.O. Box 1421, Brisbane, Queensland 4001. WTD 6/70.

35642—GERMANY—Purification equipment, systems for industrial exhaust gases; equipment, systems for desulphurizing of fuel oil or for reduction of sulphur-concentration in exhaust gases; equipment or systems for reduction of lead content from car-exhaust gases; equipment or systems for extermination or disarming of slags deriving from refuse-burning. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. Rhinex-Export-Import GmbH. & Co. KG. (importer. agent, exporter), 31 Dahlerdyk, 415 Krefeld. WTD 10/70.

35662 — BOLIVIA — Gear pinions (gear sets: rear axle differential side including side gears, pinion gears thrust washers, block pins), wormgear speed reducers. Correspondence requested in Spanish. Vanguard Ltda. (importer, retailer). Calle Heroes del Acre 1454, P.O. Box 4390, La Paz. WTD 12/69.

35690 — ITALY — Advanced lamination stacking machines, C core machines. Rapizzi Officine Elettromeccaniche. S.a.s. (mfr.), Via Randaccio 13, 20015 Parabiago. WTD in prep.

Office, computing, accounting machines

● **35700 — AFGHANISTAN** — Supply small computer for university use. Tender No. 6; bid deadline not set. Terms and specifications available from Mohammed Omar Nazaryar, Director. Purchasing Dept., Kabul University, Kabul.

35720 — BOLIVIA — Typewriters, parts. Mercantil Sudamericana Ltda. (importer,

retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35731 — ISRAEL — Electronic printing desk computers (small) with two memories, four functions (plus, minus, multiplication and division), constant figure. Direct purchase & exclusive agency. Odhner (Israel) Ltd. (importer, dist., servicing), 248 Dizengoff St. (P.O. Box 16163), Tel Aviv. WTD in prep.

35733 — GERMANY — All kinds of computers. Prices c.i.f. European ports. Direct purchase & agency. Organisation und Datentechnik Mueller KG. (importer, agent), 35 Pfeilstrasse, 5 Koeln a. Rh. WTD 11/70.

35741—BOLIVIA—Calculating machines, including parts, attachments. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

Service industry machines

● **35800—AFGHANISTAN**—Supply complete drycleaning plant to service 10,000 university students. Tender No. 5; bid deadline not set. Terms and specifications available from Mohammed Omar Nazaryar, Director, Purchasing Dept., Kabul University, Kabul.

35851—JAPAN — Industrial ice making, breaking (chipping and/or crushing) machine; production capacity: 1-3 tons a day. Matsushita Electric Trading Co., Ltd., Attn: Mr. Nobuo Kaneda, Mgr., Market Development Dept. (importer), 5-71 Kawaramachi, Higashi-ku, Osaka. WTD in prep.

35853 — ISRAEL — Cooling tunnel for deepfreezing packages of 500 grams, 100 grams for production of ice-cream, confectionery. Amalgamated Food Products Ltd. (dist., ice cream maker), New Industrial Center, P.O. Box 411, Petah-Tiqva. WTD in prep.

35857—HONDURAS—Restaurant equipment, including refrigeration, air-conditioning equipment. Yelso Molinari, Auto Servicio Molinari (importer, dist., retailer), 2a. Avenida, Comayaguela, D.C. WTD in prep.

35891—BOLIVIA—Food warming equipment (commercial or hospital) parts, accessories. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

35892—GERMANY—Water conditioning equipment, incl. water softening units, sludge fittings, etc. Price quotation c.i.f. European port. Deutsche Ton- und Steinzeugwerke AG (importer, dist., mfr.), 3500 Kassel-Bettenhausen, Leipziger Str. 156. WTD 12/70.

35892—GERMANY—Purification equipment, systems for industrial waste water including, foaming waste water; equipment, systems for water regeneration; systems for reduction of mercury—contents in waste water produced during Na-OH-electrolysis. Prices c.i.f. Hamburg or Bremen. Direct purchase & agency. Rhinex-Export-Import GmbH. & Co. KG. (importer. agent, exporter), 31 Dahlerdyk. 415 Krefeld. WTD 10/70.

Electric transmission, distribution equipment

● **36100—ARGENTINA**—Supply approximately 135 low-tension switchboards. Tender No. 3100; bid deadline Feb. 10. Specifications available for approximately U.S. $13 from SEGBA. Balcarce 184, "Compras Exterior", Buenos Aires.

● **36100—BURMA**—Supply transformers, static capacitors, switchgear and electrical auxiliaries. Tender No. 3(T)/EL-ESB(E)/70-71; bid deadline Apr. 1. Controller of Stores, Electricity Supply Board, Rose Bank Rd., Ahlone, Rangoon. Specifications available for $16.50, certified check, payable to American Embassy, Rangoon.

● Supply transformers, static capacitors, switchgear and auxiliaries. Tender No. 2(T)EL-ESB(E)/70-71; bid deadline Mar. 31. Controller of Stores, Electricity Supply Bd., Rose Bank Road, Ahlone, Rangoon. Specifications available for $16.50, certified check, payable to American Embassy, Rangoon.

36110—GERMANY — Test measuring instruments. Omni-Ray GmbH (importer, dist.), 41 Ritzbruch, Postfach 71, 4051 Breyell. WTD in prep.

Electrical industrial apparatus

36220 — ITALY — Radio remote control devices for opening garage overhead doors (industrial, domestic). Nones S.p.A. (mfr.), C.P. 312, 36100 Trento. WTD in prep.

Household appliances

36321 — BOLIVIA — Refrigerators, mechanical, including freezer combination (household only). Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

36344—BOLIVIA—Electric controls for small household electrical appliances. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

Electrical lighting, wiring equipment

● **36400—ARGENTINA**—Supply six 132 KV porcelain step insulators. Tender No. 3112; bid deadline Feb. 10. Specifications available for approximately U.S. $13 from SEGBA, Balcarce 184, "Compras Exterior", Buenos Aires.

36426—BOLIVIA—Parts, accessories for electric lighting equipment. Pacheco & Cia. S.A. (importer, dist., retailer), Calle J. de la Riva, P.O. Box 67, La Paz. WTD in prep.

Radio, television receiving sets

36511 — BOLIVIA — Radio-phonograph combinations, household. Hansa Ltda. (importer, dist., retailer), Calle Mercado esquina Yanacocha, P.O. Box 1402, La Paz. WTD 2/70.

36514 — ISRAEL — Video recorders, cassettes, for educational libraries. Electron-Czillag Ltd. (importer, dist., mfr.), 107 Ha'hashmonaim St., Tel Aviv. WTD in prep.

Communications equipment

36625—HONDURAS—Metal detectors, of same type as military detectors of mines. Correspondence requested in Spanish. Lic. Andres Casco Rivera (lawyer), Tela, Atlantida. WTD in prep.

36625—INDIA—Two S-band radars with latest advanced integrated circuitry and capable of quantitative measurement of rainfall accurately up to range of 200 kilometers. Radiosound (importer, agent), 42 Canady Bridge, Bombay 4 BR. WTD 11/70.

36626 — BOLIVIA — Radio, television broadcast equipment, a.m., f.m. mobile communications equipment for high frequencies (HF), very high frequencies (VHF). Continental Andina S.A. (importer, retailer), Calle Socabaya 340, P.O. Box 861, La Paz. WTD 12/70.

Electronic components, accessories

36740—GERMANY—Semiconductors, related products for electro-technical, electronic industries. Correspondence requested in German. Dima-Elektronik, Karl Manger K.G. (dist., agent), D-7800 Freiburg i. Breisgau, Woehlerstrasse 1. WTD 4/70.

36749 — GERMANY — Semiconductors. Omni-Ray GmbH (importer, dist.), 41 Ritzbruch, Postfach 71, 4051 Breyell. WTD in prep.

36790—GERMANY — Electronic components such as resistors, condensers, capacitors, similar products for electro-technical, electronic industries. Correspondence requested in German. Dima-Elektronik, Karl Manger K.G. (dist., agent), D-7800 Freiburg i. Breisgau, Woehlerstrasse 1. WTD 4/70.

Electrical machinery, equipment, supplies

36930—GERMANY — Electromedical apparatus, electro-therapeutic apparatus. Direct purchase & agency. Correspondence requested in German. E. Klingenfuss Nachfolger (importer, dist., retailer), D-7800 Freiburg i. Breisgau, Holzmarkt 10. WTD 12/70.

36930—GERMANY—Electromedical apparatus, electro-therapeutic apparatus. Correspondence requested in German. E. Klingenfuss Nachfolger (importer, dist., retailer), 78 Freiburg i.B., Holzmarkt 10. WTD 12/70.

Motor vehicles, motor vehicle equipment

37111 — BOLIVIA — Automobiles, complete vehicles. Casa Gualberto Murillo (importer, retailer), Calle Adolfo Mier 314, P.O. Box 14, Oruro. WTD 11/70.

37141—BOLIVIA—Parts, accessories for passenger cars, trucks, buses. Importadora Universal Automotivos Ltda. (importer, retailer), Av. Manco Kapac 452, P.O. Box 4463, La Paz. WTD 12/70.

37141 — BOLIVIA — Parts, accessories for passenger cars, trucks, buses. Cia. Importadora de Automotores M. Csapek S.A. (importer, dist., retailer), Calle Federico Zuazo 1717, P.O. Box 440, La Paz. WTD 12/70.

37141—BOLIVIA—Parts, accessories for passenger cars, trucks, buses. L.M.L. Sociedad de Responsabilidad Ltda. (importer, retailer), Manco Kapac 361, P.O. Box 2881, La Paz. WTD 11/70.

37141—BOLIVIA—Parts, accessories for passenger cars, trucks, buses. Casa Gualberto Murillo (importer, retailer), Calle Adolfo Mier 314, P.O. Box 14, Oruro. WTD 11/70.

37141—NETHERLANDS—Passenger car and truck clutch cover assemblies, clutch plates, and components for these commodities; release bearings, facings, molded linings, brake shoes, drums, discs. Direct purchase and/or agency for Benelux area. N. V. Belrama. Attn: J. B. van Brussel, Gen. Mgr. (importer, dist., rebuilder of automotive clutch parts), 11 Prof. Zeemanweg, or P.O. Box 136, Waalwijk. WTD 11/70.

Engineering, laboratory, scientific, research instruments

38112—BOLIVIA—Instruments; laboratory, scientific for schools, universities. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

Instruments for measuring, controlling, indicating physical characteristics

38210 — GERMANY — Pressure gages. Omni-Ray GmbH (importer, dist.), 41 Ritzbruch, Postfach 71, 4051 Breyell. WTD in prep.

38213—BOLIVIA — Instruments; industrial, process, thermometers, polymeters, humidity. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

Surgical, medical, dental instruments

38410 — BOLIVI A — Instruments; surgical, medical. Corporacion Comercial Boliviana S.A. "Cobana" (importer, dist., retailer), Av. Mariscal Santa Cruz 1223, P.O. Box 778, La Paz. WTD 1/70.

38410—BOLIVIA—Hypodermic syringes, needles. Andin Ltda. (importer, dist.), Calle Yanacocha 599, P.O. Box 6127, La Paz. WTD 9/70.

38421 — BOLIVIA—Bandages, elastic muslin, plaster of paris, etc. Andin Ltda. (importer, dist.), Calle Yanacocha 599, P.O. Box 6127, La Paz. WTD 9/70.

Photographic equipment, supplies

38614—FINLAND—Microfilming equipment, including cameras, film processors, readers, duplicators, filing equipment for microfilmed material. Direct purchase & agency. Mikro-Filmi Oy, Vesa Hiltunen, Man. Dir., (microfilming, developing, ancillary services), Neitsytpolku 12, Helsinki 14. WTD 7/70.

Jewelry, silverware, plated ware

39141 — NETHERLANDS — Fancy and household metalware, made of pewter, other metals. Exclusive representations. N.V. Metawa, Attn: Th. van Adrichem, Sales Mgr. (importer, dist.), 5 Spoorstraat, P.O. Box 28, Tiel, Gelderland. WTD 12/70.

Toys, amusement, sporting goods

39491—NETHERLANDS—Fishing tackle of all kinds. Direct purchase or agency. Handelsonderneming Mol & Wilco (importer, dist., agent), 6 Wilhelminastraat, Amsterdam. WTD 12/70.

Pens, pencils, office, artists' materials

39521—BOLIVIA—Pencils; lead, crayon. Mercantil Sudamericana Ltda. (importer, retailer), C. Socabaya 340, P.O. Box 1185, La Paz. WTD 10/70.

Costume jewelry, novelties, buttons, notions

39642—NEW ZEALAND — Decorative & plain buckles for men's, women's belts, apparel. Catalogs, samples, prices f.o.b., delivery information requested. Angus Arblaster Ltd., A. R. Arblaster (importer, dist.), Bradford House, 29 Elliott St., P.O. Box 5537, Auckland 1. WTD 12/70.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Dairy products

20231—KOREA — Casein, sodium caseinate. Requests quotations, delivery dates. Nam Yung Commercial Co., Ltd. (importer, dist., agent), I.P.O. Box 123, Seoul. WTD in prep.

Meat products

20423—AUSTRIA—Food for cats, dogs, birds, fishes, other pets. Multipharm, Dr. et. Mr. F. Hinterstoisser (importer, agent, wholesaler), Strehlgasse 32, A-1190 Vienna. WTD 12/70.

Confectionery

20710—TAIWAN—Confectionery. Orient Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

Food preparations

20941 — INDIA — Inedible, industrial use tallow. Approximate annual purchase 20,000 tons. Brijlal Hargopal (agent), India Exchange Bldg., second floor, 4 India Exchange Place, Calcutta-1. WTD in prep.

Tobacco, snuff

21310 — TAIWAN — Tobacco. Oriental Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

Broad woven fabric mills, cotton

22117 — NETHERLANDS — Fabrics for manufacture of camping equipment. F.C.T. van Dijk & Zoon (importer, dist., agent), P.O. Box 7260, Amsterdam. WTD in prep.

Broad woven fabric mills, manmade fiber, silk

22210—ITALY—Woven textile fiber wall coverings. SIPEA (dist.), Via Romolo Gessi 10, Milan. WTD in prep.

Narrow fabrics, other smallwares mills

22410—ITALY — Electric insulating material (sheath, tape, cord, etc.). Ennebici (importer), Via San Siro 1, 20149 Milan. WTD 6/70.

22411—CANADA—Insulation tapes. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

Floor covering mills, products

22710—ITALY—Wall to wall carpets. SIPEA (dist.), Via Romolo Gessi 10, Milan. WTD in prep.

22710 — SWITZERLAND — Broadloom rugs, carpets; chenille, Axminster, machine woven Wilton. Heinz Schuler (importer, agent), Haldenweg 11, 8320 Fehraltorf. WTD 12/70.

Textile goods

22910 — NETHERLANDS — Insulating felts. Chamotte Unie N.V., Attn: J. T. van de Waarde (importer, dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

22953 — NETHERLANDS — Varnished insulating fabrics, sealing or insulating tape for pipe. Chamotte Unie N.V., Attn: J. T. van de Waarde (imp., dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

Men's, youths', boys' furnishings, work clothing

23282 — SWITZERLAND — Men's washable service apparel, hospital, restaurant uniforms. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

23292 — NETHERLANDS — Men's, boys' outerwear, other high quality fashion goods. Exclusive representations requested. Euro-Fashions (importer, dist., agent). 13 Koningin Wilhelminaplein, Amsterdam. WTD in prep.

Women's, misses', juniors' outerwear

23392 — SWITZERLAND — Aprons, smocks, hoovers, nurses' washable service apparel. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

Fabricated textile products

23928 — SWITZERLAND — Disposable hospital sheets, nonwoven textiles. WOK AG (importer, dist., agent), Merkhurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

Furniture, fixtures

25990—SWITZERLAND—Hospital beds, hospital bed fixtures, tray stands, serving tables. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

Converted paper, paperboard products

26440—ITALY—Plastic coated wallpaper. SIPEA (dist.), Via Romolo Gessi 10, Milan. WTD in prep.

26495—SWITZERLAND—Decorative paper party sets, place mats, cups, other paper novelties. K. W. Schwarz (importer, dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

26495—SWITZERLAND—Stationery, paper novelties, displays, games, premiums, stickers. Cadox, Attn: Claude Girardet (importer, dist., agent), Ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

General commercial printing

27519 — SWITZERLAND — Decalcomanias, transfers, pressure sensitives, stickers. Cadox; Attn: Claude Girardet (importer, dist., agent), Ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

Industrial chemicals

28123 — KOREA — Sodium hydroxide (caustic soda). Annual requirement estimated at 5,000 to 10,000 tons. Traders Trust Corp. (agent, marketing firm), I.P.O. Box 3765, Seoul. WTD in prep.

28150—SWITZERLAND—Special colors for advertising printings on rubber balloons suitable for mass-production. Bruno Meier (dist., agent), Reklame Service, 5027 Herznach. WTD in prep.

28180—SWITZERLAND—Amino acids of all kinds. W. Tschopp AG; Attn: Willy Tschopp (dist., agent), Dreispitzstrasse 10, 4000 Basel. WTD in prep.

28190 — ITALY — Pharmaceutical chemicals, pure chemicals for scientific research. CO.PRO.CHIM, S.a.s. (dist.), Via Andrea Doria 17, 20124 Milan. WTD 6/70.

28190 — SWITZERLAND — Special salts for chemical, soap, detergent industries. W. Tschopp AG; Attn: Willy Tschopp (dist., agent), Dreispitstrasse 10, 4000 Basel. WTD in prep.

28199—ITALY—Cerium, zirconium oxide. NEOSTUCCO (dist., agent), Via Codigoro 3, 20158 Milan. WTD 8/70.

Synthetic materials

28214—VENEZUELA—Resins, thermoplastic for plastic industry. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD 2/69.

28219—NETHERLANDS—Plastics raw materials, semi-manufactured products. Exclusive representations requested for Benelux countries or Netherlands. Merrem & la Porte N.V.; Attn: K. H. Cordewener (importer, dist., agent), 473-479 Keizersgracht, P.O. Box 3259, Amsterdam. WTD in prep.

28220 — VENEZUELA — Rubber, synthetic, other elastomers for shoemaking industry. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD 2/69.

Drugs

28311 — AUSTRALIA — Diagnostic reagents. Bio-Mediq Pty. Ltd. Attn: Kevin W. Walsh, Man. Dir. (dist., agent), 66 Hawdon St., Heidelberg, Victoria 3084. WTD 12/70.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28420 — SWITZERLAND — Specialty cleaning products, sanitation preparations for household use. Lionel Amaury (dist., agent), 1, chemin de Bellevue, 1110 Morges. WTD in prep.

28421 — AUSTRIA — Household insecticides, repellants. Correspondence requested in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

28423 — AUSTRIA — Specialty cleaning, sanitation products for household use. Correspondence requested in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

28423 — VENEZUELA — Wallpaper cleaner (normal/synthetic). Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

28441—AUSTRIA—Shaving preparations such as aerosol lather cream, pre-shave, aftershave lotions, styptics, and similar items. Correspondence requested in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

28442—AUSTRIA—Perfumes, toilet waters, colognes. Correspondence requested in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

28443—AUSTRIA—Hair preparations including hair tonics, hair dressings, hair coloring preparations and similar items. Correspondence requested in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

28445 — AUSTRIA — Cosmetics, toilet preparations. Correspond in German. Ferry Ebert (agent), Beckmanngasse 7, P.O. Box 26, A-1146 Vienna. WTD 1/71.

Chemical products

28990—SWITZERLAND—Basic chemicals, agents, oils for cosmetic industry. W. Tschopp AG; Attn: Willy Tschopp (dist., agent), Dreispitzstrasse 10, 4000 Basel. WTD in prep.

28993—CANADA — Insulation products: heat, electrical, other. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

28993—NETHERLANDS—Heat insulating compounds. Chamotte Unie N.V., Attn: J. T. van de Waarde (importer, dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

28993—SWITZERLAND—Chemical additives for concrete, etc., to be used for manufacture of prefabricated concrete parts; similar chemical products for concrete industries. Mecana SA; Attn: Mr. Leutenegger, Mgr. (mfr., agent), 8716 Schmerikon. WTD 3/70.

Petroleum refining

29116—ITALY—Special lubricants for metal cutting, metal working. E. Reinach, Lubrificanti Oleoblitz (dist.), Via Murat 84, Milan. WTD 7/70.

Tires, tubes

30110 — SWITZERLAND — Tires of all kinds for automobiles; excluding trucks, agricultural machinery. Peter Goldschmid & Co. AG; Attn: Mr. Colzani, Dir. (dist., agent), Feldeggstrasse 5, 8152 Glattbrugg. WTD in prep.

Fabricated rubber products

30698 — SWITZERLAND — Rubber balloons of all kinds to be used as toys or for advertising purposes. Bruno Meier (dist., agent), Reklame Service, 5027 Herznach/AG. WTD in prep.

Plastic products

30790—SWITZERLAND—Novelty plastic items of all kinds for household use, similar applications suitable for sale in chain, department stores. Lionel J. Amaury (dist., agent), 1, chemin de Bellevue, 1110 Morges. WTD in prep.

30796—SWITZERLAND—Mineral wool, plastics ceilings; insulating products for construction industry. Werner Isolations, SA (dist., agent), rue de Genève 77bis, 1004 Lausanne. WTD in prep.

30798 — ITALY — Electric insulating sheath. Ennebici (importer), Via San Siro 1, 20149 Milan. WTD 6/70.

30798—SWITZERLAND—Plastic novelties, gadgets, premiums for automotive, stationery, hardware trades. Cadox; Attn: Claude Girardet (importer, dist., agent), ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

30798—SWITZERLAND—Plastic household, automotive novelties, specialties, gadgets, suitable for sale in department stores, supermarkets. K. W. Schwarz (importer, dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

Luggage

31610 — TAIWAN — Leather luggage. Oriental Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

Glass, glassware

32293 — NEW ZEALAND — Filter elements of fiberglass or other woven material, impregnated with charcoal, approximately 9" long by 2¾" diameter, for water, other liquids. McLean Engineering Co. Ltd., I. J. McLean, Man. Dir. (mfr., agent), Markham St, Amberley, Canterbury. WTD 12/70.

Structural clay products

32550 — NETHERLANDS — Insulating clay refractories. Chamotte Unie N.V. Attn: J. T. van de Waarde (importer, dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

Pottery, related products

32630 — SWITZERLAND — Commercial, institutional tableware, kitchenware for hospitals, employees' cafeterias. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

Abrasive, asbestos, nonmetallic mineral products

32912 — ITALY — Abrasives; advanced abrasive tools, machines. ADMIRA (dist.), Via G. B. Pirelli 19, Milan. WTD in prep.

32932—VENEZUELA—Gaskets: automotive. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

32961—SWITZERLAND — Mineral wool products, ceilings, insulation materials for pipes, construction industry. Werner Isolations SA (dist., agent), rue de Geneve 77bis, 1004 Lausanne. WTD in prep.

32933—NETHERLANDS — Asbestos insulating materials, heat insulating materials for boilers and pipes, molded asbestos insulation, laminated asbestos insulation paper. Chamotte Unie N.V. Attn: J. T. van de Waarde (importer, dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

32962—CANADA—Mineral wool for industrial, equipment insulation. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

32962—NETHERLANDS—Mineral wool for structural, industrial, equipment insulation, fiberglass insulation. Chamotte Unie N.V. Attn: J. T. van de Waarde (importer, dist., mfr.), P.O Box 2, Geldermalsen. WTD 3/70.

32970 — NETHERLANDS — Nonclay refractories. Chamotte Unie N.V. Attn: J. T. van de Waarde (importer, dist., mfr.), P.O. Box 2, Geldermalsen. WTD 3/70.

Steel mill products

33124 — TAIWAN — Steel plates, fabricated. Beauty Trade Co. (importer, agent), 100, Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

33128—TAIWAN—Steel bars, bar shapes made in steel mills. Beauty Trade Co. (importer, agent), 100, Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

33168—TAIWAN—Steel bars, bar shapes not made in steel mills. Beauty Trade Co.

(importer, agent), 100 Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

Primary smelting, refining of nonferrous metals

33397 — NETHERLANDS — High grade alloys such as hastelloy, monel, inconel, incolloy in sheets, strips, bars, wires, tubes. Exclusive representations. Staal-IJzer N.V. (importer, dist., agent), 146 Vondelstraat, Amsterdam. WTD in prep.

Nonferrous foundries

33610—AUSTRALIA — Aluminum cooking utensils. Distributors Corp. Pty. Ltd. (importer, dist., agent), 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in prep.

Cutlery, hand tools, general hardware

34211 — AUSTRALIA — Kitchen cutlery, hardware. Distributors Corp. Pty. Ltd. (importer, dist., agent), 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in prep.

34230 — SWITZERLAND — Novelty plumbers' hand tools of all kinds. BELCO, Sanitare Apparate AG. Attn: Mr. Faessler, Dir. (dist., agent), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

34231 — BELGIUM — Wrenches, torque. Etablissements Cammaert (importer, dist., agent), 66 Ave. de Selliers de Moranville, 1080 Brussels. WTD 12/70.

34233—ITALY—Garden tools. Flora Matic S.p.A. (dist.), Corso Venezia 21, 20121 Milan. WTD 6/70.

34233—SWITZERLAND—Carpet knives, new systems for wall-to-wall carpet laying. Heinz Schuler (importer, agent), Haldenweg 11, 8320 Fehraltorf. WTD 12/70.

34250—NETHERLANDS — Band saws for metalworking industry. Exclusive dist. Germa-Hengelo (importer, dist., agent), 33 Oldenzaalsestraat, Hengelo. WTD in prep.

Plumbing fixtures

34320—ITALY—Garden, lawn sprinklers. Flora Matic (dist.), Corso Venezia 21, 20121 Milan. WTD 6/70.

34320—SWITZERLAND—Fancy, decorative plumbing accessories for toilets, bathrooms, showers, etc. Offers may also concern luxury, exclusive items in this field. BELCO, Sanitare Apparate AG, Attn: Mr. Faessler, Dir. (dist., agent), Stauffacherquai 42, 8039 Zurich. WTD 9/69.

Fabricated structural metal products

34432 — TAIWAN — Steel plates, hot rolled. Beauty Trade Co. (importer, agent), 100, Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

34440—SWITZERLAND—Forms, novelty forming equipment for manufacture of prefabricated concrete parts. Mecana SA, Attn: Mr. Leutenegger, Mgr. (mfr., agent), 8716 Schmerikon. WTD 3/70.

Screw machine products

34521—NETHERLANDS — Wide range advanced, special industrial fasteners such as self-tapping screws, socket screws, retaining rings, lock nuts, clamps, rivets, locknuts, latches, safety bolts. N. V. Handelmaatschappij Douwes, Attn: D. F. A. Vermeer (importer, dist.), P.O. Box 774, The Hague. WTD in prep.

Metal stampings

34611—AUSTRALIA—Enamelled household cooking, kitchen utensils. Distributors Corp. Pty. Ltd. (importer, dist., agent), 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in prep.

34615 — AUSTRALIA — Stainless steel cooking, kitchen utensils. Distributors Corp., Pty. Ltd. (importer, dist., agent), 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in prep.

Fabricated metal products

34990—SWITZERLAND — Metal household, automotive novelties, specialties, gadgets, suitable for sale in department stores, supermarkets. K. W. Schwarz, (importer, dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

Engines, turbines

35190—ITALY—Marine engines; marine engine parts, accessories. Carraro Nautimotor (dist.), Castello 5387, Venezia. WTD 8/70.

35197—AUSTRALIA—Replacement parts for diesel engines. Diesel Parts & Service Proprietary Ltd. (dist., agent), 43 Nariel St., Albion, Brisbane 4010, P.O. Box 147, Hamilton Central, Brisbane 4010, Queensland. WTD 3/70.

35197—VENEZUELA—Parts, accessories for diesel engines. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

Farm machinery

35222—ITALY—Garden tractors. Flora Matic (dist.), Corso Venezia 21, 20121 Milan. WTD 6/70.

35227 — ITALY — Lawn mowers; hand, power. Flora Matic (dist.), Corso Venezia 21, 20121 Milan. WTD 6/70.

Construction, mining, materials handling machinery, equipment

35310 — SWITZERLAND — Apparatus, machinery, equipment for concrete industry; especially items used for manufacture of prefabricated concrete parts, prestressed concrete elements. Mecana SA; Attn: Mr. Leutenegger, Mgr. (mfr., agent), 8716 Schmerikon. WTD 3/70.

35313 — VENEZUELA — Parts, attachments for tractors-tracklaying and contractors off highway (wheel type) for earth moving equipment. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamente) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

35321—SOUTH AFRICA—All types underground mining machinery, equipment for gold, coal mines. D. J. Adhesives (Pty.) Ltd. (dist., mfr.), P.O. Box 67512, Bryanston, Sandton, Transvaal. WTD 12/70.

35351—GERMANY — Conveyor systems, pneumatic. C.i.F. European ports. H. Braun-Angott KG, Maschinen und Anlagen (dist., mfr., exporter), 6a Hammerstrasse, 58 Hagen. WTD 6/70.

Metalworking machinery

35414—ITALY—External, special grinding machines. Pallotti, S.a.s. (dist.), Via G.B. Pergolesi 13, 20124 Milan. WTD 9/70.

35415 — ITALY — Single, multi spindle automatic lathes. Pallotti, S.a.s. (dist.). Via G.B. Pergolesi 13, 20124 Milan. WTD 9/70.

35419—TAIWAN—Machine tools. Beauty Trade Co. (importer, agent), 100, Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

35480 — SWITZERLAND — Balancing tools, machines for automobile wheels; balancing weights to be fixed on wheels. Peter Goldschmid & Co. AG; Attn: Mr. Colzani, Dir. (dist., agent), Feldeggstrasse 5, 8152 Glattbrugg. WTD in prep.

35482—BELGIUM—Tools, hand, power-driven. Etablissements Cammaert (importer, dist., agent), 66 Ave. de Selliers de Moranville, 1080 Brussels. WTD 12/70.

35484—VENEZUELA—Clutch, discs: automotive. Correspondence requested in Spanish. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

Special industry machinery

35510—ENGLAND—Filling, packaging, processing equipment for food, dairy industries. T. Giusti & Son Ltd. (mfr., exporter), Belle Isle Works, 202-2-4 York Way, Kings Cross, London, N.7. WTD in prep.

35512 — SWITZERLAND — Commercial food slicers, choppers, cutters, tenderizers, potato peelers, other food preparation machines, particularly for use in hospitals, employees' cafeterias. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

35521—TAIWAN—Wool fiber scouring, carbonizing plant with annual production capacity of 3.6 million lbs. Alliance Development Corp. (importer, agent), P.O. Box 545, Taipei. WTD 1/70.

35540 — NETHERLANDS — Equipment for paper, cardboard working industries, including cutting, creasing rules for die-cutting, cork for die-cutting, rubber for folding-box glueing machines, line-up and stripping tables, etc. Exclusive rep. for Netherlands, Benelux countries. Firma C.P.F. Bosschart (importer, agent), 142 Soerenseweg, Apeldoorn. WTD 12/70.

35552 — NETHERLANDS — Equipment, materials for printing industries, including rubber plates, adhesive tapes for letterpress and flexo printing. Exclusive rep. for Netherlands, Benelux countries. Firma C.P.F. Bosschart (importer, agent), 142 Soerenseweg, Apeldoorn. WTD 12/70.

35590—ENGLAND — Filling, packaging, processing equipment for pharmaceutical industry; chemical industry. T. Giusti & Son Ltd. (mfr., exporter), Belle Isle Works, 202-204 York Way, Kings Cross, London, N.7. WTD in prep.

35594—NEW ZEALAND—Machinery for rubber processing, mixing mills, internal mixers, rotary presses, molding daylight presses, etc. Exclusive agency. Neill Cropper & Co. Ltd., B.H. Williams, Technical Rep. (importer, dist., agent), Neill Cropper Bldg., 53 Anzac Ave., P.O. Box 9, Auckland 1. WTD 10/70.

General industrial machinery

35612—NETHERLANDS—High vacuum pipes, equipment; vacuum up to 0.001 mm Hg absolutely, and more. Exclusive rep. N.V. Machinefabriek C. Maters (importer, mfr., agent), 22-28 Havenstraat, P.O. Box 27, Beverwijk, North Holland. WTD in prep.

35624—VENEZUELA—Ball, roller, tapered bearings. Pedro Duran Vernet (Empresa Diamante) (agent), Apartado 2545 Carmelitas, Caracas 101. WTD in prep.

35690—ENGLAND—Automatic sprinkler installations. George S. Hall Ltd. (dist.),

Town Rd., Hanley, Stoke-on-Trent, Staffordshire. WTD 11/70.

35690 — ITALY — Porous metal filters, suitable for chemical, synthetic fiber, pharmaceutical industry. Ing. E. Pulini & Co. (dist.), Via Pier Capponi 13, 20145 Milan. WTD in prep.

35690 — SWITZERLAND — Automatic, electronic controls for in-line packaging equipment such as fillers, detectors, etc. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

Office, computing, accounting machines

35731—ITALY—Computers for medical use. SACCAB, S.p.A. (importer), Via Carpaccio 33, Trezzano S. Naviglio, Milan. WTD 6/70.

35790—ITALY—Industrial stapling machines. Framan S.a.s. di Rag. Sergio Manieri & Co. (dist.), Via Marco Greppi 8, 20135 Milan. WTD 9/70.

Service industry machines

35850 — ENGLAND — Air conditioning products. George S. Hall Ltd. (dist.), Town Road, Hanley, Stoke-on-Trent, Staffordshire. WTD 11/70.

35853—SWITZERLAND—Low temperature and vacuum systems (below 40 degrees centigrade) for applications in research, laboratories, freeze-drying, in pharmaceuticals, food, related industries. Secfroid SA (dist., mfr.), En Crochy, 1024 Ecublens-Lausanne. WTD in prep.

35891—SWITZERLAND—Electric commercial, institutional ranges, ovens, broilers, microwave ovens, food warming equipment, particularly for hospitals, employees' cafeterias. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

35892—BRAZIL—Water, sewage purification equipment: anthracite for filters (selected and treated); ion-exchange resins (cation and antion); complete instrumentation for water treatment stations; aquatesters, turbidimeters, colorimeters, other control, research lab equipment; chlorine gas feeders; volumetric and gravimetric fluor feeders; butterfly valves, hydraulic and motor-operated; vertical-flux dynamic clarifiers (accelerator type); screw-pumps for sewers, highly polluted water. SOLANIL—Tratamento de Agus S.A. (importer, dist., mfr., agent, retailer), Avenida Ibirapuera 2213, Indianopolis, Caixa Postal 30769, Sao Paulo, SP. WTD in prep.

Electric transmission, distribution equipment

36113 — SWITZERLAND — Automatic controls for in-line food packaging equipment. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

36120—SWITZERLAND — Transformers for industrial applications. Gutor AG; Attn: Mr. Pyrochta (dist., agent), Alberich Zwyssig Strasse 49, 5430 Wettingen. WTD 2/70.

Electrical industrial apparatus

36210—SWITZERLAND—Converters, invertors for electrical industrial applications. Gutor AG; Attn: Mr. Pyrochta (mfr., agent), Alberich Zwyssig Strasse 49, 5430 Wettingen. WTD 2/70.

36220—SWITZERLAND—Electrical relays for industrial applications. Gutor AG; Attn: Mr. Pyrochta (mfr., agent), Alberich Zwyssig Strasse 49, 5430 Wettingen. WTD 2/70.

36220—SWITZERLAND—Industrial controls for applications in chemical, paper, pharmaceutical, plastics, metalworking industries. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

36231—SWITZERLAND—Welding transformers to be switched on three-phase network. Gutor AG; Attn: Mr. Pyrochta (mfr., agent), Alberich Zwyssig Strasse 49, 5430 Wettingen. WTD 2/70.

Household appliances

36340—SWITZERLAND—Novelty small household appliances not needing special after sales service. Lionel J. Amaury (dist., agent), 1, chemin de Bellevue, 1110 Morges. WTD in prep.

36343—SWITZERLAND—Small novelty electric household appliances, time saving appliances, suitable for sale in department stores, supermarkets. K. W. Schwarz (importer, dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

Electric lighting, wiring equipment

36430—BELGIUM—Sockets; electric, attachments. Etablissements Cammaert (importer, dist., agent), 66 Ave. de Selliers de Moranville, 1080 Brussels. WTD 12/70.

36430—CANADA—Connectors, switches, terminals. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

36443—CANADA — Tubing, shrink, for insulation. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

Communication equipment

36612 — BRAZIL — Repeater equipment. Eyd-Sabbagh & Cia. Ltda. (importer, dist., agent), Av. Rio Branco 156, 26° and. sala 2438, Rio de Janeiro ZC-21, GB. WTD 5/70.

36622—BRAZIL—Micro-wave communication equipment; parabolic antenna. Eyd-Sabbagh & Cia. Ltda. (importer, dist., agent), Av. Rio Branco 156, 26° and. sala 2438, Rio de Janeiro ZC-21, Guanabara. WTD 5/70.

36626—SWITZERLAND—Telemetry instrumentation for industrial applications for chemical, pharmaceutical, paper, plastics, metalworking industries. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

Electronic components, accessories

36740—SWITZERLAND—Diodes for industrial applications. Gutor AG; Attn: Mr. Pyrochta (mfr., agent), Alberich Zwyssig Strasse 49, 5430 Wettingen. WTD 2/70.

36740—SWITZERLAND—Integrated circuits (DTL, T²L, MOS, linear); zener diodes, SCR's, multilayed device (thyristors), diodes, rectifiers, transistors, other advanced semiconductors, electronic components. W. Moor AG. Attn: Kurt Schaer (importer, dist.), Bahnstrasse 58, 8105 Regensdorf. WTD in prep.

36790 — FRANCE — Integrated circuits, high performance capacitors, timers, d.c. motors, high performance, self-locking connectors, linear motors. Ets Megex, Guy Dubrulle (importer, dist., agent), 105 Quai Branly, Paris. WTD 5/69.

36792—CANADA — Capacitors for electronic applications. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

36792—ITALY—Ceramic, tantalium capacitors. 3G-ELECTRONICS, s.r.l. (dist.), Via Perugino 9, 20135 Milan. WTD 5/70.

36795—CANADA—Relays. International Rectifier Canada Ltd. (dist., mfr., agent), 330 Nantucket Blvd., Scarborough, Ontario.

Motor vehicles, equipment

37141 — AUSTRALIA — Motor vehicle equipment, accessories such as gages, tachometers, speedoes, clocks, wheel trims, reflectors, radio aerials. Distributors Corp., Pty. Ltd. (importer, dist., agent), 24-26 Johnston St., Fitzroy, Victoria 3065. WTD in prep.

Engineering, laboratory, scientific, research instruments

38110—FRANCE — Wobbulators, oscilloscopes, environmental chambers, converters, synthesizers; generators for above. Ets Megex, M. G. Dubrulle (importer, dist., agent), 105 Quai Branly, Paris. WTD 5/69.

38110 — SWITZERLAND — Simulation equipment, laminar flow systems for applications in pharmaceuticals, electronics, chemical, high precision industries, agriculture, in particular research laboratories. Secfroid SA (dist., mfr.), En Crochy, 1024 Ecublens-Lausanne. WTD in prep.

38111 — AUSTRALIA — Hospital laboratory equipment. Bio-Mediq Pty. Ltd. Attn: Kevin W. Walsh, Man. Dir., (dist., agent), 66 Hawdon St., Heidelberg, Victoria 3084. WTD 12/70.

38111 — ITALY — Nautical instruments. Carraro Nautimotor (dist.), Castello 5387, Venezia. WTD 8/70.

38112—GERMANY—Laboratory instruments for medical, chemical laboratories. Labora Karlheinz Baessler (importer, dist., agent), Ahornstr. 50, 6230 Frankfurt/Main 80. WTD in prep.

38112—NETHERLANDS—Scientific, research laboratory instruments, equipment. Exclusive dist. N.V. Verenigde Instrumentenhandel v/h G. B. Salm & P. J. Kipp & Zonen; Attn: Th. Roefs (importer, dist., agent), 642-644 Keizersgracht, Amsterdam. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38213 — NETHERLANDS — Industrial process instruments. Exclusive rep. N. V. Verenigde Instrumentenhandel v/h G. B. Salm & P. J. Kipp & Zonen; Attn: Th. Roefs (importer, dist., agent), 642-644 Keizersgracht, Amsterdam. WTD in prep.

38213 — SWITZERLAND — Industrial process instruments for applications in chemical, pharmaceutical, paper, plastics, metalworking industries. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

38216 — TAIWAN — Mechanical measuring, controlling instruments. Beauty Trade Co. (importer, agent), 100, Yenping North Rd., Sec. 2, Taipei. WTD 11/70.

38220—SWITZERLAND — Moderately-priced, contactless (remote) low temperature controls. Witronic Sarl (dist., agent), 24 chemin des Plateires, 1009 Pully. WTD in prep.

Surgical, medical instruments

38410—ITALY — Disposable hypodermic syringes. SACCAB, S.p.A. (importer), Via Carpaccio 33, Trezzano sul Naviglio, Milan. WTD 6/70.

38410 — SWITZERLAND — Surgical, orthopedic instruments, diagnostic apparatus, disposable syringes, needles, anesthesia apparatus, operation room furnitures, tables, cases, cabinets, chart racks, back rests. WOK AG (importer, dist., agent), Merkurstrasse 34, P.O. Box 112, 8055 Zurich. WTD 12/70.

38421—NETHERLANDS — Medical, surgical supplies, appliances; preferably disposable, such as bandages, catheters, needles, similar items. Exclusive representations requested for Benelux countries. Continental Pharma Holland N.V. Attn: L. J. Ketel (importer, dist., agent), 189 Graaf Ottosingel, P.O. Box 103, Zutphen, Gelderland. WTD in prep.

38423—ITALY—Personal safety equipment, appliances. Aziende Riunite Minetto & Figlio S.a.s. (dist.), Via Villoresi 7, 20143 Milan. WTD 8/70.

Toys, amusement, sporting goods

39410 — SWITZERLAND — Games, toys, mechanical trains, structural toy sets, educational toys, model construction sets, plastic toys, puzzles, wooden toys. K. W. Schwarz (imp., dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

39410—SWITZERLAND — Novelty toys; advertising premiums. Cadox; Attn: Claude Girardet (imp., dist., agent), Ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

39410—SWITZERLAND—Original novelty toys of all kinds for sale in chain, department stores. Lionel J. Amaury (dist., agent), 1, Chemin de Bellevue, 1110 Morges. WTD in prep.

39420—TAIWAN — Toys. Oriental Trading & Industry, Ltd. (importer, agent), P.O. Box 3240, Taipei. WTD 3/70.

39492—AUSTRIA — Sporting equipment, athletic goods, outdoor games. Multipharm, Dr. et. Mr. F. Hinterstoisser (importer, agent, wholesaler), Strehlgasse 32, A-1190 Vienna. WTD 12/70.

Pens, pencils, office materials

39550—ITALY—Carbonized paper, Framan, S.a.s. di Rag. Sergio Manieri & C. (dist.), Via Marco Greppi 8, 20135 Milan. WTD 9/70.

Costume jewelry, novelties, notions

39610—SWITZERLAND—Costume jewelry, novelties, compacts, artificial stones, pearls, fingerrings, for sale in department stores, supermarkets. K. W. Schwarz (importer, dist., agent), St. Peter-Str. 1, 8022 Zurich. WTD 12/70.

Manufacturing industries

39933 — SWITZERLAND — Advertising specialties, premiums, signs, stickers. Cadox; Attn: Claude Girardet (importer, dist., agent), Ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

39999—AUSTRIA—Zoological supplies of all sorts, including equipment, accessories for aquaria. Multipharm, Dr. et. Mr. F. Hinterstoisser (importer, agent, wholesaler, exporter), Strehlgasse 32, A-1190 Vienna. WTD 12/70.

39999—AUSTRALIA—All kinds of pets' requisites, accessories, except foods, veterinary products. J. & E. McDonald Sales Pty. Ltd. (imp., dist., agent), 1 Stewart St., Windsor, Victoria 3181. WTD 12/70.

39999—SWITZERLAND — Miscellaneous novelties for automotive, stationery, hardware stores. Cadox; Attn: Claude Girardet (importer, dist., agent), ave. de Chailly 6-8, 1012 Lausanne. WTD 5/70.

Antique, secondhand stores

59330—PAKISTAN—Second hand clothing. Requests quotations, C. & F., Karachi. Mohammad Tahir & Bros. (agent), Ranchorepuri Rd., Bhimpura, Karachi. WTD in prep.

Argentina Seeks Bids On Sanatorium, Clinic

Approximately 50 pieces of modern electric diagnostic and treatment equipment are needed by the Centro de Diagnostico y Tratamiento, Azcuenaga 1303, Buenos Aires. Interested suppliers should write in Spanish to Dr. Jose D. Sapognikoff, Director General. WTD in prep.

Other Foreign Official Tenders

ALGERIA—The Societe Nationale des Corps Gras, the Algerian State Enterprise for Fats and Oils, issued tender for the delivery and mounting of storage silos for soybeans and sunflowers seeds. Bids due Feb. 15. The capacity of the silos, to be constructed at Es-Sania, Route des Martyrs, Oran, is 3,000 tons, which will be six units of 500 tons each. The prefabricated metal silos are to be mounted on concrete bases. Bids should include the expenses involved in bringing in technicians needed for assembly of the units and start-up of operations, plus servicing. One set of the bid specifications and a set of blueprints may be viewed in Room 5893, Dept. of Commerce, Washington, D.C. Additional copies may be obtained from: Direction Technique de la SNCG, 13 Ave. Claude Debussy, Algiers.

Visiting Buyers And Officials

AUSTRALIA—R. T. Whalen, Director, Precision Paper Coating Pty. Ltd., **interested in tapes, labels and packaging aids.** Jan. 5 via Los Angeles for approx. 6 weeks. c/o New South Wales Center, Suite 1301, 680 Fifth Ave., New York, N.Y. 10017. Itinerary: Los Angeles, Chicago, Silver Spring, Md., Jan. 8 for 27 days; New York, Feb 8-9; Worcester, Feb. 11; New Bedford, Feb. 12; Boston, Feb. 13. WTD in prep.

BRAZIL—Jack Henry Franco, Carroussel Brinquedos Ltda., Av. Copacabana 680-B, **interested in importing American toys.** Jan. 15 via Los Angeles for 6 weeks. c/o Henry Franco, 401½ S. Le Coux Rd., Los Angeles, Calif. 90048. Itinerary: Los Angeles, San Francisco. WTD in prep.

FRANCE—Etienne M. LeDuc, SEMA (Metra International), 9 rue Georges Pitard, 75 Paris 15e, **interested in visiting major construction and public works projects,** particularly dam, bridges, tunnels, major water works and road projects to observe American techniques to improve works quality and speed production schedules. Jan. 10 via Los Angeles for 3 weeks. c/o French Consulate, Los Angeles, Calif. Itinerary: Southern California cities. WTD 5/70.

NORWAY—Emil Werring, Tuxen Werring A/S, Astrids vei 3 B, Oslo 2, **interested in representing U.S. firms in the field of marine service and supplies.** Jan. 4 via Houston for 6 weeks. c/o Bay Houston Towing Co., 805 World Trade Bldg., Houston. Itinerary: Houston. WTD 11/70.

SOUTH AFRICA—J. A. Cunningham, Purglas (Pty) Ltd., 80 Gale St., Durban, **interested in machinery for the manufacture of tubular fiberglass products and plastic impregnated raw materials.** Jan. 19 via New York for 3½ weeks. c/o Standard Bank Ltd., 52 Wall St., New York, N.Y. 10005. Itinerary: New York, Toledo, Detroit, San Francisco, Los Angeles, San Diego, New Orleans, Miami. WTD 11/69.

Calendar For World Traders

Feb. 2—St. Louis—"Show You" export workshop, Commerce Field Office, Federal Bldg., 2 p.m.

Feb. 9—Kansas City — Meeting on significance of patents to exporters, Top-Of-The-Tower Restaurant, Commerce Tower.

Feb. 11—New York—Overseas Automotive Club luncheon and meeting, Summit Hotel, noon.

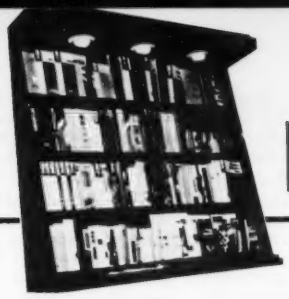
Feb. 16—St. Louis—"Show You" export workshop on documentation, Commerce Field Office, Federal Bldg., 2 p.m.

Feb. 18 — Little Rock — Arkansas Exporters' Rountable conference on the Maritime Administration, Chamber of Commerce.

Feb. 18—Nashville—Middle Tennessee Exporters Roundtable conference on the Maritime Administration, Quality Motel.

Feb. 24-25—Chicago—Mid-America World Trade Conference, LaSalle Hotel.

Feb. 25—St. Louis—World Trade Club monthly dinner meeting, Elks Club, 6 p.m.



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Annual subscription $16 ($5 more for foreign mailing). Single copy 15¢.
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Foreign trade regulations of the Central American common market (OBR 70-66). Supersedes OBR 67-65.
Market factors in Switzerland (OBR 70-69). Supersedes OBR 67-79. 12pp.
Foreign trade regulations of Guyana (OBR 70-70). Supersedes OBR 66-64.
Foreign trade regulations of Rwanda (OBR 70-77). Supersedes OBR 63-17.

Trade Lists

Listings of foreign business firms, classified under approximately 75 commodity and service groups, are used in locating sales outlets, sources of supply, etc. The following are newly compiled; others are available. $1 each.
American firms, subsidiaries and affiliates —Nicaragua.
American firms, subsidiaries and affiliates —Pakistan.

ECONOMIC AFFAIRS

OFFICE OF BUSINESS ECONOMICS

Survey of Current Business. December 1970. Vol. 50, No. 12. Annual subscription $9 ($3.75 more for foreign mailing). Single copy $1.

BUREAU OF THE CENSUS

Business Conditions Digest. December 1970. Data through November. Series ES1 No. 70-12. Annual subscription $16 including supplements ($4 more for foreign mailing). Single copy $1.50. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.
Defense Indicators. December 1970. Series ES4, No. 70-12. Annual subscription $4.50 ($1.25 more for foreign mailing). Single copy 45¢. This monthly report brings together the principal time series on defense activity which influence short-term changes in the national economy.
Bureau of the Census Catalog: Jan.-Sept. 1970. November 1970. 198pp. 75¢. Each quarterly issue cumulative to annual volume. Annual subscription $3, including 12 monthly supplements.

Agriculture

Report on cotton ginnings prior to December 1 for the crop of 1970, by counties (A20: 70-4). 8pp. 10¢.
Report on cotton ginnings prior to December 13 for the crop of 1970, by States (A10:70-10). 1p. 10¢.

Construction and Housing

Housing authorized by building permits and public contracts: October 1970 (C40-70-10). Series C40, Price $11 per year ($2.75 more for foreign mailing). Single copy (annual) $2.75; (monthly) 70¢.
Sales of new one-family homes: October 1970 (C25-70-10). Annual subscription (including monthly, quarterly, and annual reports) $3. Single copy 10¢.
Authorized construction Washington, D.C. area: November 1970 (C41-70-11). Annual subscription $1. Single copy 10¢.
Sales of new one-family homes: third quarter 1969 through third quarter 1970 (C25-70-Q3). Annual subscription (including monthly, quarterly, and annual reports) $3. Single copy 10¢.
Housing units authorized for demolition in permit-issuing places: 1969 (C45-1969). 48pp. 75¢.
Housing starts: November 1970 (C20-70-11). Annual subscription $1.50. Single copy 15¢.
Housing vacancies. Vacant housing units in the United States: third quarter 1970 (Series H-111, No. 62). Annual subscription (Series H-111 and H-121, combined), $1.50 (50¢ more for foreign mailing). Single copy 20¢.

1967 Census of Construction Industries

Area Statistics—Final Reports. A U.S. summary and a separate report for each State and the District of Columbia presenting limited data for all establishments and detailed data for establishments with payroll. Latest report is:
United States Summary (CC67-A-1). December 1970. 32pp. 35¢.

Distribution and Services

Weekly retail sales. Estimated weekly retail sales of retail stores in the United States, week ending Dec. 26, 1970 (CB 70-383). 2pp. 10¢.
Weekly retail sales. Estimated weekly retail sales of retail stores in the United States, week ending Jan. 2, 1971 (CB 71-300). 2pp. 10¢.
Canned food—stocks, pack, shipments: Nov. 1, 1970 (B1-71-1). Annual subscription, including five issues, $1.

1967 Census of Business

Major Retail Centers—Standard Metropolitan Statistical Areas:
U.S. Summary (BC67-MRC-1). 76pp. 65¢.

Wholesale Trade—Subject Reports:
Petroleum bulk stations and terminals (BC67-WS6). 128pp. $1.25.

Selected Services—Subject Reports:
Architectural and engineering firms (BC67-SS6). 52pp. 60¢.

Foreign Trade

U.S. imports—general and consumption, schedule A commodity and country: Oct. 1970 (FT 135). 200 pp. Annual subscription $21. ($5.25 more for foreign mailing). Single copy $1.75.
U.S. general imports—cotton manufactures country and Geneva agreement category: Nov. 1970 (FT 130). Annual subscription $1. Single copy 10¢.
U.S. trade with Puerto Rico and U.S. possessions: Sept. 1970 (FT 800). Annual subscription $2.50 (75¢ more for foreign mailing). Single copy 20¢.
U.S. gold movements: Nov. 1970 (FT 2402). Annual subscription $1. Single copy 10¢.
Export and import merchandise trade: Nov. 1970 (FT 900). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.
Highlights of U.S. export and import trade: Nov. 1970 (FT 990). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Geography

Congressional District Atlas (Districts of the 92nd Congress). 220pp. $1.75. This Atlas presents maps showing boundaries of the congressional districts.

Governments

Quarterly summary of State and local tax revenue: July-Sept. 1970 (GT 70, No. 3). 8pp. 10¢.

Industry

Fats and oils—production, consumption, and factory and warehouse stocks: summary for 1969 (Series: M20K(69)-13). $3 per year (incl. M20J). Single copy 15¢.
Broadwoven fabrics finished: 1969 (Series: MA-22S(69)-1). 8pp. 25¢.
Aluminum foil converted: 1969 (Series: MA-34P(69)-1). 4pp. 25¢.

Fans, blowers, and unit heaters: 1969 (Series: MA-35H(69)-1). 25¢ per copy. Note: This survey is being discontinued.
Office, computing, and accounting machines: 1969 (Series: MA-35R(69)-1). Annual subscription $1.75 (incl. M35C). Single copy 15¢.
Switchgear, switchboard apparatus, relays, and industrial controls: 1969 (Series: MA-36A(69)-1). 25¢ per copy.
Electric housewares and fans: 1969 (Series: MA-36E(69)-1). 4pp. 25¢.
Major household appliances: 1969 (Series: MA-36F(69)-1). 25¢ per copy.
Survey of the origin of exports by manufacturing establishments: 1969 (Series: MA-161(69)-2). 60pp. 75¢.

Population

Current Population Reports

Population Characteristics:
Voter participation in November 1970 (Series P-20, No. 208). 4pp. 10¢.

Population Estimates and Projections:
Estimates of the population of the United States to Nov. 1, 1970 (Series P-25, No. 453). 2pp. 5¢.
Inventory of State and local agencies preparing population estimates—Survey of 1969: (Series P-25, No. 454). 48pp. 50¢.
Current Population Reports issued in Series P-20, P-23, P-25, P-26, P-27, P-28 (summaries only), P-60, and P-65 are sold as a consolidated subscription at $14 per year ($3.50 more for foreign mailing).

Consumer Income:
24 million Americans—poverty in the United States: 1969 (Series P-60, No. 76). 88pp. 75¢. This report presents statistics based on the March 1970 Current Population Survey.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Wave reporting procedures for tide observers in the Tsunami warning system (Publication No. 30-3). Revised June 1970. 56pp. 50¢.

Weather service for merchant shipping. 130pp. $1.25. Section 1 lists the details of all U.S. and principal foreign coastal radio stations which make scheduled radiotelegraph (A_1) and radio telephone (A_2, F_3) weather broadcasts. Section 2 lists details of U.S. and foreign radiofacsimile (F_4) transmissions that would be useful to merchant ships equipped to receive them.

Monthly weather review. December 1970. Vol. 98, No. 12. Annual sub. $7.50 ($2 more for foreign mailing). Single copy 65¢.

Daily River Stages. Volume 65, 1969. 162 pp. $1.75. This volume contains the daily river stages for 1969 and is the sixty-fifth of a series on principal U.S. rivers.

Final report on high altitude nuclear detection studies—Volume 1: The HANDS system (NOAA Technical Report ERL 188-SDL 18). 96pp. $1. This report presents a summary of the engineering aspects of the High Altitude Nuclear Detection Studies (HANDS) project. The system was oriented around a computer that performed control functions and recorded and processed data from a number of geophysical sensors.

NATIONAL BUREAU OF STANDARDS

Damage in laser materials (Spec. Publ. 341). 126pp. $1.25. Contains the proceedings at the 2nd Annual Symposium on Damage in Laser Materials held at the National Bureau of Standards, Boulder, Colorado on June 24 and 25. The major topics covered were diagnostic development, damage testing and assessment, damage theory, and physical characteristics of optical media of importance in controlling damage.

A right angle ^{3}He cryostat incorporating a high field superconducting solenoid (Tech. Note 562). 22pp. 30¢. Construction and operation of a novel ^{3}He cryostat are described.

Microchemical analysis section: summary of activities: July 1969 to June 1970 (Tech. Note 545). 126pp. $1.25. This Section has the primary mission to contribute to the science and technology of the analysis of small samples.

Journal of Research of the National Bureau of Standards—Mathematical Sciences: Section B. Vol. 74B, No. 3. July-Sept. 1970. Annual Subscription $5 ($1.25 more for foreign mailing). Single copy $1.25. Presents studies and compilations designed mainly for the mathematician and the theoretical physicist. Issued quarterly.

Publications of the National Bureau of Standards 1968-69 (Spec. Publ. 305 Suppl. 1). 497 pp. $4.50. This supplement to NBS Special Publication 305 presents the complete citations and abstracts, along with the author/key word indexes, for all NBS publications issued during 1968-69, plus a number of earlier publications not previously listed.

Wind loads on buildings and structures (BSS 30). 169pp. $1.75. Contains thirteen papers covering: engineering problems in the design of structures to resist wind loads; atmospheric considerations, experimental and theoretical determination of aerodynamic forces; recent advances in design, and current deficiencies.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each is $3 (microfiche 95¢), unless otherwise specified.

Technical uncertainty, expected contract payoff, and engineering decision-making in a system development project (AD-714 162). Rand Corp, Santa Monica, Calif., for the Army, August 1970, 139pp. Presents a technique for analyzing effects of alternative policies for decision-making and alternative forms of contracts in system development.

Multiple assessment procedures in identifying and developing managerial talent (AD-713 974). Univ. of Minnesota, Minneapolis, for the Navy, August 1970. Gives a conceptual and behavioral analysis of managerial effectiveness, with implications for its measurement and prediction, and describes major features of multiple assessment procedures.

The budget cost of a volunteer military (AD-714 564). Rand Corp., Santa Monica, Calif., for the Air Force, August 1970, 107pp.

The landlord reinvestment model: a computer-based method of evaluating the financial feasibility of alternative treatments for problem buildings (AD-713 942). The New York City-Rand Institute, Oct. 1970, 17pp. Discusses a model that enables estimation of the level of city assistance required to induce a landlord to reinvest in his property through performance of required repairs, payment of debts, and adequate maintenance.

Abstract of proceedings: hazardous polluting substances symposium (annex I to study on control for hazardous polluting substances), U.S. Coast Guard, Washington, D.C., Sept. 1970. Paper copy $6 (microfiche 95¢), 555pp. Topic areas covered include: (1) definition and classification of hazardous substances, (2) prevention, detection, and removal, and (3) legal and economic factors.

Economic projections for air quality control regions, (PB-195 805). Department of Commerce, Washington, D.C., for the National Air Pollution Control Admin., June 1970, 189pp. Provides a basis for estimating future pollutant emissions in the 55 Air Quality Control Regions.

A national estimate of public and industrial heat rejection requirements by decades through the year 2000 (BNWL-SA-3052). Battelle Memorial Institute, Richland, Washington, for AEC, 23pp. Paper presented at the 67th National Meeting of the American Institute of Chemical Engineers, Atlanta, Ga., Feb. 17, 1970.

The following reports concerning federal public land laws and policies relating to its use and occupancy are available. Volume I contains the introduction and summary and discusses the existing legal system. Volume II discusses the resource base and its uses. Volume III analyzes and gives alternatives to the existing system. Volume IV is the appendices:
Federal public land laws and policies relating to use and occupancy, Volume I (PB-195 657), Public Land Law Review Commission, Washington, D.C., paper copy $6 (microfiche 95 cents), 574pp.
Same title, Volume II (PB-195 658), paper copy $6 (microfiche 95 cents), 306pp.
Same title, Volume III (PB-195 659), 181pp.
Same Title, Volume IV; Appendices (PB-195 660), 238pp.

User fees and charges for public lands and resources (PB-195 846). Public Land Law Review Commission, Washington, D.C., Paper copy $9 (microfiche 95 cents), 746pp. Discusses pricing policies relating to use and disposal of public lands, different bases for charging fees, and levels of receipts generated through these policies.

A comprehensive review of the U.S. oil import program by the Cabinet Task Force on oil import control is available. The Task Force has studied the present effects of the mandatory oil import program and the impact to be expected from possible changes to the security of supply; effect on domestic energy supplies, energy consumers, and related industries; foreign relations and balance of trade and payments; petroleum demand and alternative sources of supply; costs and detriments; and administration. Implications of Alaskan and other North American discoveries are considered:
PG-195 443-P—**Mandatory oil import programs: submissions, second-round submissions, rebuttals, special materials,** Mar. 1970, 16mm microfilm reels, price $56, five reels.
PB-195 443-M—**Same title,** 3M cartridges, price $63.50, five cartridges.
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